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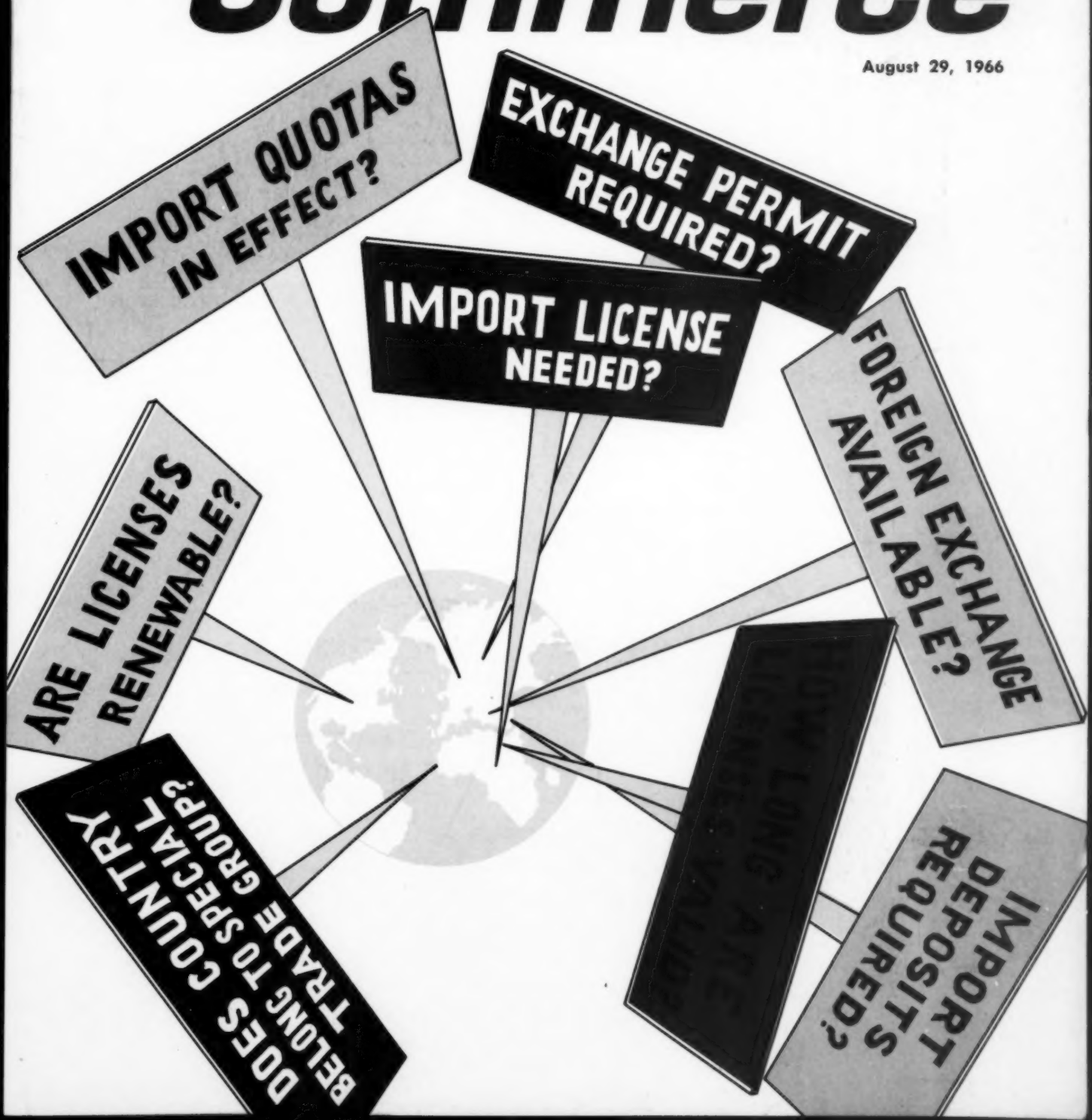
International Commerce

August 29, 1966



International Trade Winds

Company News

PLASTIC TUBES—The American Can Co. has formed a new trading company in Amsterdam with two European partners for the sale and possible future production of plastic tubes in markets of the Benelux countries. The new firm, Tuboplast, Nederland N.V., will provide plastic containers for dry-cell battery cases, cosmetic and household products, packaging, and foodstuffs.

CONSTRUCTION—Building systems have been purchased from Stran-Steel Corp. of Houston, Texas, for a chemical plant under construction in Rotterdam. Milchem Nederland, affiliated with Milchem, Inc., of Houston, is erecting the plant which will manufacture drilling chemicals for the oil and gas industry. Production is expected to begin this fall.

MACHINERY—A French affiliate of Dresser Industries, Dallas, has invested $4 million in the purchase of the Mazeline works at LeHavre, France. The affiliate, Dresser-Dujardin, will also invest another $5 million for plant modernization, machinery, equipment and working capital. The new plant will manufacture Clark-type compressors and other machinery.

STUDIES—Development and Resources Corp., New York, will assist the Nicaraguan Government in planning and carrying out an inventory of the country's natural resources. Under a joint venture arrangement with the U.S. firm, Puerto-Rico-based management consultants will simultaneously develop and help Nicaragua implement an equitable system for valution of real property and a modern real property tax administration program.

COMMUNICATIONS—General Telephone & Electronics International has received a $300,000 contract to provide microwave radio equipment for a communication system which will give telephone service to four towns in the Netherlands. The 45-mile system will have the capacity to carry 960 telephone conversations, supplementing those transmitted by existing land lines. The contract was awarded by the Dutch State Administration of Posts, Telegraphs, and Telephones.

Newsletter

Any Commerce Field Office will provide without charge a list of Business and Defense Services Administration (BDSA) publications. Most of the titles are concerned with domestic business, but world traders will find some items of special interest—for instance the list of Overseas Market and Industry Surveys, or the Engineers Overseas Handbook, just to cite two examples.

Products of six U.S. firms were exhibited in London at a highly specialized vertical show in July. The Ships' Gear International will be held again in July 1968 and reservations already received indicate it will be bigger than this year's Olympia showing. It is operated by Municipal and Industrial Exhibitions, Ltd., 3 Clement's Inn, London, W.C. 2.

U.S. agricultural exports have climbed to an all-time high of $6.7 billion for the 12 months ending July 1. Use of Commerce Trade Centers and Trade Shows has played its part in interesting overseas buyers in new (to them) foods.

There were 450 diesel engines junked recently in Libya for want of minor repair facilities. The influx of U.S. construction machinery has created a crying need for maintenance and repair equipment. You can cash in on this unusual opportunity to sell to a country that wants your products and has cash to back up its needs by participating in the U.S. exhibition in Tripoli, Feb. 28-Mar. 20, 1967.

A disposable toothbrush, containing its own dentifrice, was described in the New Products section of the Commercial Newsletter material sent in April by Commerce to Commercial Officers in U.S. Foreign Service posts. The manufacturer, Halbrand, Inc., of Willoughby, O., reports receiving inquiries from 49 potential distributors in 19 nations.

Estimates of anticipated sales in the 12-month period following a Trade Center showing are treated skeptically by some export managers. In Tokyo, however, exhibitors predicted $1.9 million in anticipated sales following a Leisure Goods showing a year ago. Recently the Embassy did some checking with each exhibitor. Total for those that replied was actual sales of $2.59 million.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

What barriers are U.S. products likely to encounter in the world's markets? The questions on the cover lead the reader into the special report beginning on page 2, which summarizes the import license and foreign exchange permit rules of more than 120 countries around the globe. Countries are listed alphabetically under five regional groupings.

International Commerce

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August 29, 1966 Volume 72, Number 35

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Worldwide import rules summarized for traders

Prepared in the Office of International Regional Economics

Import-license and exchange permit requirements as of August, 1966, of more than 120 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many countries do not permit import of foreign goods without import licenses, which must be obtained by the buyer. Required by the importing country for shipment of stipulated quantities of specified goods, such licenses are imposed largely to control the flow of trade for balance-of-payments reasons.

Permits generally are required for each shipment of a commodity unless an open general license system is in effect. In this case, it customarily means that no specific license is needed for individual imports.

Quotas may be used in conjunction with import licenses, restricting imports to a definite quantity of certain classes of goods for a specified period. Quotas usually are allocated to individual countries or groups of countries, or a global quota may be set up on a first-come, first-served basis.

Many countries require the importer to obtain an exchange permit for foreign currency to pay for the import. In individual countries, foreign exchange control takes the place of import licenses.

Regulations may be imposed to conserve exchange for purchase of those imports considered essential, or to apportion available exchange among importers.

In these cases, the foreign Government assumes control over all foreign exchange arising from the countries' exports, with the power to release it to importers desiring foreign means of payment for imports.

Automatic release

In cases where both import licenses and exchange permits are called for, some countries provide for the automatic release of the necessary foreign exchange when granting the import license.

The import license must sometimes be granted before the order for goods is placed, and the exchange permit, when required, must also be obtained before the importers can make payment. U.S. exporters are urged to make certain before shipping that the foreign importer has obtained the required permit, and they should insist on being furnished the identifying number or symbol of the permit.

The regulations listed below apply primarily to goods of U.S. origin and to other goods payable in U.S. dollars. They update a tabulation of world import and exchange permit requirements published in INTERNATIONAL COMMERCE, Jan. 24, 1966, pp. 4-9.

More detailed information on licensing and exchange control regulations of individual countries is published in the Overseas Business Reports series entitled **"Foreign Trade Regulations of (country),"** or may be obtained, for 15 cents each, from Commerce Department Field Offices and from Supt. of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

AFRICA

ALGERIA—Import license required for only certain products which are subject to import quotas. Licenses valid for 3 to 6 months and cannot be renewed or extended. Exchange permit not required.

BURUNDI—Import licenses required and are valid for 6 months. Licenses in amounts of 100,000 Burundi Francs or more. (FBu87.50 = U.S.$1) include authorization for foreign exchange. Licenses granted for smaller amounts do not include official allocation of exchange.

CAMEROON and EQUATORIAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon—Import license required for non-franc zone countries. Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for 6 months from date of issuance of exchange visa, renewable for two periods of 3 months each for non-capital goods and for three periods of 6 months each for capital goods.

CONGO (Kinshasa)—Import license required; usually issued on 4-month basis, with extensions permitted. Foreign exchange is controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible for firms paying for goods with own foreign exchange to obtain licenses, provided goods are not for resale.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized.

FRENCH SOMALILAND—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few items of an educational or scientific nature and other miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for 6 months or 1 year, carry right to foreign exchange.

GUINEA—Imports are strictly controlled and require licenses, with very few exceptions. Import licenses, assure release of foreign exchange, but imports from U.S. Generally not approved if same articles are available from countries which have trade agreements with Guinea.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for certain nonquota items. Most imports from United States subject to global quota which is gradually being liberalized. Licenses issued for specific types of commodities and valid for 6 months; can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of certificate

Coming attraction

This listing of the import-license and exchange permit requirements of the world's trading nations will be complemented by a review of the import tariff systems and rates of these same countries, which is scheduled to appear in INTERNATIONAL COMMERCE in September.

or license usually carries right to foreign exchange.

KENYA—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange.

LIBERIA—Import license necessary for only a few items. Exchange permit not required.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for 6 months and may be extended for 3 months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange aumatically allocated for licensed imports.

MALAGASY REPUBLIC—Import licenses, based on a global quota, required for goods from United States. Licenses are valid for 6 months and usually are issued in March and September. Two successive extensions of 3 months each may be granted. License assures release of necessary foreign exchange.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

MALI—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITANIA, NIGER, and SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITIUS—Imports subject to either Open General License or a specific license. Licenses usually valid for 1 year. Exchange authorization required but license usually carries right to foreign exchange.

MOROCCO—Import license required for most U.S. goods. Licensing preference given to those goods necessary for economic development and maintenance of normal economic activity. In most cases a 25% deposit, based on f.o.b. value of goods, must be made at time import license is requested. Licenses, valid for 6 months, usually carry right to foreign exchange. To conserve scarce foreign exchange, Morocco has issued a list of permitted imports. All goods not on list are prohibited entry at this time.

AMERICAN-MADE BULLDOZERS clear the way for a new road in Gabon, a member of the Equatorial Customs Union where import licenses are required for goods not originating within the Franc Zone.

NIGERIA—Most imports admitted under Open General License but some require a specific license. Licenses issued on 12-month basis. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required, but license normally assures release of necessary foreign exchange.

RWANDA—Import license necessary. Valid for 6 months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

RHODESIA—Most goods admitted under Open General License with certain commodities requiring a specific license. Licenses, usually valid for 6 months, carry right to foreign exchange.

SIERRE LEONE—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for 1 year. Exchange permit required, but normally readily granted for legitimate trading transactions.

SOMALI REPUBLIC—Import license required. Goods admitted under Open General License or a specific license, usually valid for 4 months. Exchange authorization required, but import license normally carries right to foreign exchange.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND, and SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

SOUTHERN RHODESIA—Import licenses required and are presently issued only for the most essential commodities due to limited foreign exchange. Issuance of license assures release of foreign exchange. List of items which may be imported will be readjusted effective March 31, 1966. (In view of the current situation in Southern Rhodesia, U.S. businessmen planning to do business with that country may wish to contact the Department of Commerce or their nearest Field Office for information concerning the most recent developments).

SUDAN—Goods considered essential for

economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound=US $2.87) are not licensed, except with special permission. Licenses, valid for 3 months, may be extended if justifiable reasons are given at least 3 weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange.

TANZANIA—Most commodities imported under Open General License but some goods require a specific import license. Licenses normally valid for 6 months. Issuance of license usually assures release of necessary foreign exchange.

TOGO—Import license required. Valid for 6 months, but can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing procedures do not favor franc zone goods.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for 6 months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange.

UGANDA—Most commodities imported under Open General License but some goods require a specific import license. Licenses valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

CONTAINER FROM UNITED STATES is shown at dockside in Rotterdam, where import licenses are required on only a few items, and their validity period can be extended.

EUROPE

AUSTRIA—Majority of imports liberalized. Only small number of agricultural items require prior application for import licenses. Licenses normally valid for 6 months; may be extended for justifiable reasons. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for 4 months. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Practically all imports are made by government agencies according to plan and do not require an import license or an exchange permit.

DENMARK—Import license required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for 6 months. No separate exchange permit required.

FRANCE—No import license necessary, except for limited number of mainly agricultural products. Licenses generally valid for 6 months. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for 6 months. No separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on extensive free list. For all other items import license required; usually valid for 6 months. Exchange permit required, except for free list imports.

IRELAND—Import licenses required only for a few products. License normally valid for maximum of 6 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($5,600) for each transaction.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for 6 months. No exchange permit required.

LUXEMBOURG—Import licenses required only for a small number of products. Licenses, usually granted freely, are valid for 4 months. No separate exchange permit required.

MALTA—Import licenses required for relatively few items. Licenses usually valid for 8 months.

NETHERLANDS—No import license necessary, except for a small number of products. Validity period of import licenses usually conforms to delivery terms of sales contract and may be extended. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period usually indicated on license. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for 6 months and can be extended for 6 months or even longer where justified. Exchange permit required.

RUMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license and exchange permit not necessary except for nonliberalized products. License generally valid for 3 months.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for 3 months.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, certain airplanes, and cigars. Licenses valid up to one year but usually issued for 6 months. Exchange permits, required only for import transactions value over £2,000 ($5,600), routinely issued.

YUGOSLAVIA—Only licensed import firms are permitted to carry on import operations. Government maintains strict control over foreign exchange allocations.

CONTAINERS FULL OF FOOD destined for Rome are lined up on a Houston dock. Italian import licenses are generally valid for six months, and are required only for a limited number of items.

FAR EAST, OCEANIA

AUSTRALIA—Import licenses not necessary except for 2 items: aluminum products and second hand or used excavating and construction machinery and equipment. Licenses valid for 1 year. Exchange permit not required.

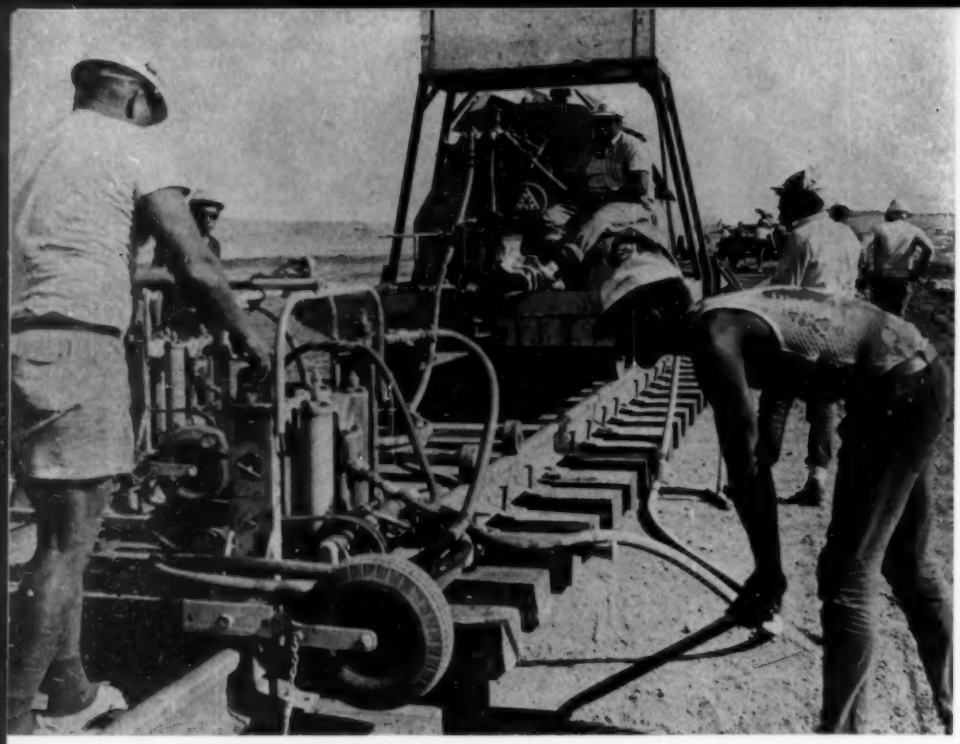
CAMBODIA—SONEXIM, State trading agency, imports on basis on a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange.

INDONESIA—Imports effected in three main ways: (1) with officially allocated foreign exchange at basic transaction rate of Rp. 10 (new rupiah) per U.S. dollar—combined export/exchange license required—; (2) with bonus certificates obtained from exports which may be sold once and used only for financing more essential imports included in the commodity import program—bonuses amount to 20, 60, and 100% of f.o.b. value of exports, depending on export category; and (3) with DPA, or "complimentary" foreign exchange. Latter derives from exchange received from exports in excess of the Government's export check price, may be purchased through the banking system, and used to import less essential commodities. Rate for export bonuses estimated at Rp. 100 per U.S. dollar on July 7, 1966; rate for DPA on same date was Rp. 115 per U.S. dollar.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for 6 months, carries right to foreign exchange. Importers also required to make advance deposit for some categories of products.

KOREA, REPUBLIC OF—Import licenses necessary for limited number of restricted items and those not specifically designated. A significant number of items are prohibited importation. A large groups of items, importable on an "automatic approval" basis, do not require specific licenses. Importers, after receiving licenses, may purchase, on open market, foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from Agency for International Development. Certificates are not issued, however, against surrender of exchange receipts by UN/US Forces, foreign tourists, or under Public Law 480 arrange-



PNEUMATIC SPIKE DRIVER IMPORTED FROM U.S. works on the Hamersley rail project in remote Western Australia. Project is helping develop mines with some of the world's richest iron ore deposits.

ments. Import licenses valid for 6 months except from Japan in which case validity period is 4 months.

LAOS—Two types of import financing 1) Imports financed by foreign aid from Australia, the United Kingdom, and the U.S.; and 2) all other imports for which the importer supplies own foreign exchange. Import license and exchange permit required for first category; import license guarantees exchange permit. No import license or exchange permit required for second category.

MALASIA—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industry. Exchange permits not required. Quotas on some agricultural products.

NEW ZEALAND—Import licenses generally required. However, Government has taken major steps toward liberalization of imports. Over 90 items, including raw materials, equipment, and finished goods not made in New Zealand have been exempted from import licensing. Approximately one-third, by value, of country's imports now exempted from licensing. Exchange permit not required. Import licenses usually issued on a licensing year basis and unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies.

SINGAPORE—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Licenses required for limited number of items to protect domestic industries. Exchange permits not required. Quotas exist on a variety of items.

PHILIPPINES—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange licenses required although most imports must be covered by letters of credit accompanied by advance or time deposit of up to 100% of value of the import. Deposit retained by the bank for at least 120 days.

TAIWAN—Import license necessary. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for 6 months for U.S. goods, may be renewed for 6 months if necessary. Import permits for goods from Japan and Hong Kong valid for 3 months.

THAILAND—Import licenses required for about 52 items; others may be freely imported without license. Validity periods for licenses based on 3 geographic designations, with 6-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia.

VIET-NAM, Republic of—Import license necessary. Open general licensing. Exchange permit required but import license carries right to foreign exchange. Import license valid for 2 months from date it is visaed by National Exchange Office for imports from Asian sources and for 3 months for imports from American, European, African, and Australian sources. Two sources of import financing: AID and Government of Viet-Nam.

NEAR EAST—SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Imports are divided into three groups: 30 prohibited items; 62 items for which the banks may open letters of credit at the bank exchange rate; and all other items, for which exchange must be obtained at higher rates in the free exchange market.

BAHREIN—Neither import license nor exchange permit required.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports.

CEYLON—Import license required for all commercial shipments other than those on Government account. Imports subject to quota allocation, and some reserved to public sector. Granting of foreign exchange is not automatic and requires separate and specific approval. Licenses usually valid for 6 months, but may be extended according to merits of individual case.

CYPRUS—Import license required for any imports not included under Open General License. Exchange permit granted automatically for authorized imports.

INDIA—Import license required for all goods except Government imports. Licenses usually valid for 1 year, with a condition that remittance for goods will not exceed 50% of value of the license during first 6 months of validity period. Capital goods licenses may be valid up to 2 years. Exchange permit issued automatically for authorized imports.

IRAN—Import licenses not required. Some commodities—including medicines, pesticides, tobacco, explosives and firearms—however, require prior Government approval. Additionally, many commodities are "unauthorized" for import. All imports require placement of a 1.5% deposit with the Central Bank; this deposit is not refundable until the goods have cleared customs. All but essential imports must be financed through letters of credit approved by the Central Bank. Approval is contingent upon placement of advance deposits of 15, 40, or 100% (graduated on the basis of essentiality) of the shipment. Commercial imports are restricted to holders of a "trade card" issued by the Tehran Chamber of Commerce.

IRAQ—Import license, issued by the Central Government, and exchange permit, obtained through the Central Bank or an authorized dealer are required for all commercial imports. Importation of tea, jute, certain drugs and medicines, sugar, automobiles and some other commodities is a Government monopoly. Such imports must be channeled through designated state trading companies. Tires, tubes, batteries, automotive spare parts and certain medical goods are partially monopolized, i.e., private importers may compete with state trading companies for the importation of these goods. Validity period of

licenses varies from 6 to 12 months, according to the commodities involved.

ISRAEL—About half of imported items do not require licenses. An exchange permit is granted automatically for authorized imports. Licenses are normally valid for 9-12 months.

JORDAN—Import license and exchange permit required for all commercial imports. Licenses normally valid for 6 months but may be extended.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwaiti nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required.

LEBANON—Import license not required except for certain commodities likely to compete with local products. No exchange permit required for any imports.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permit issued automatically for authorized imports.

PAKISTAN—Import licenses required for all except Government imports, certain Free List items, and goods imported under export bonus plan. Licenses for most goods are valid for one year, with the condition that only 50% of the value of the license may be utilized within the first 6 months. Exchange permits are issued automatically for authorized imports.

QATAR—Neither import license nor exchange permit required.

SAUDI ARABIA—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited, or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to State's import company, SIMEX.

Private sector import licenses for most commodities contingent upon prepayment of advance deposits of 15, 40 or 70%, graduated on basis of essentiality. Licenses valid for 6 months and under certain conditions may be extended for an additional 3 months. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires.

TRUCIAL STATES—Neither import license nor exchange permit required.

TURKEY—Import licenses are required for all imports. For imports of goods on the Free List, a cash guarantee deposit of from 50 to 70% of the amount of the foreign exchange applied for is required depending upon the priority of the item to be imported. For imports on the Quota List, the advance deposit is 30% for importers and 10% for industrialists. When applying for AID financing, the full amount of the Turkish lire equivalent of the required foreign exchange must be deposited. Licenses are normally valid for 6 months but may be extended.

UNITED ARAB REPUBLIC—Import permit issued by National Organization of Commerce and approval by Plan Committee required for all commercial shipments. Committee gives approval only if proposed import is included in official import program and if foreign exchange is available. Imports channeled through selected Government-controlled trading companies, public industrial companies, or Government agencies.

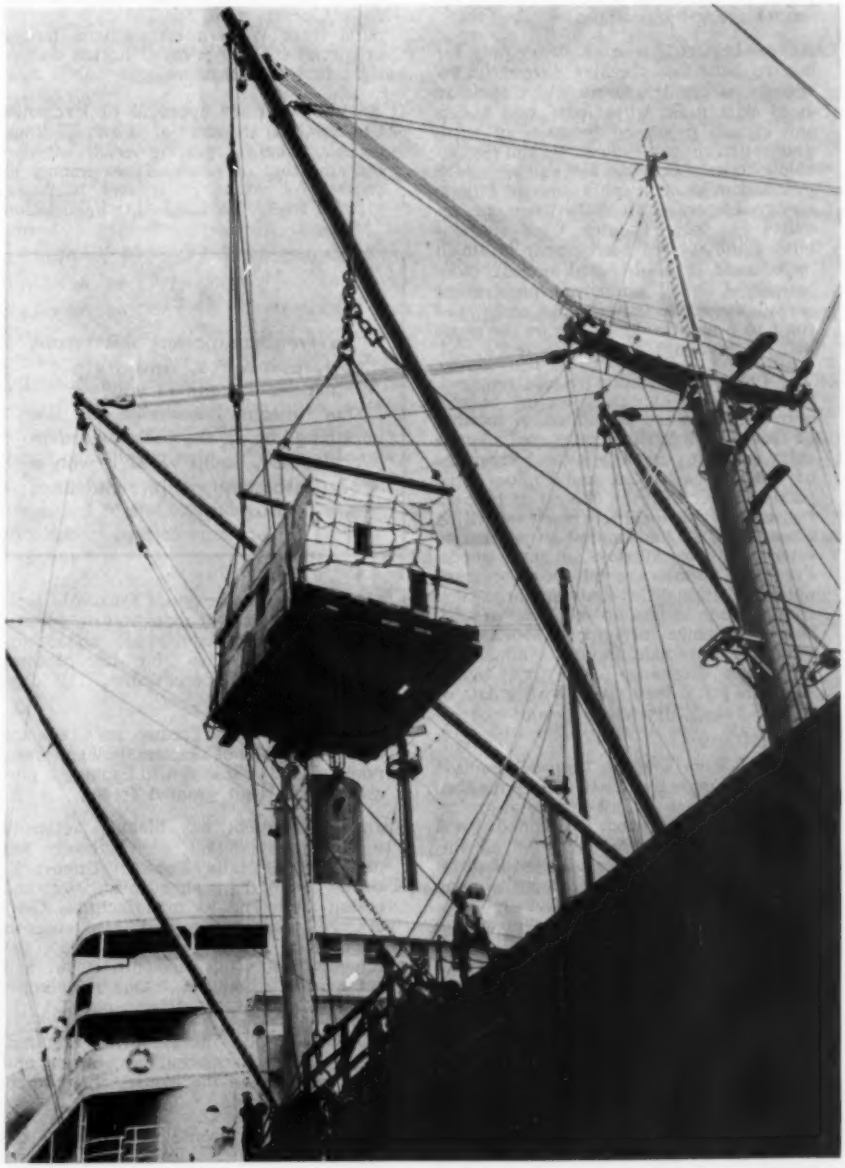
YEMEN—Neither import license nor exchange permit required.

WESTERN HEMISPHERE

ARGENTINA—Import license and exchange permit not required; but imports of luxury goods, including assembled vehicles, prohibited. Importation of most other goods, excepting raw materials and capital goods, requires 40% prior deposit for 180 days. Payment for capital goods imports must conform to installment financing schedule established by Central Bank.

BOLIVIA—Import permits required for number of food products (valid for 180 days), chemical products, machinery, and other miscellaneous products. Readily granted for U.S. goods. No exchange controls.

BRAZIL—Import license not required except for luxury goods or other commodities considered nonessential to the economy and items imported without exchange cover. License valid for period stipulated therein, usually 180 days. A certificate of exchange cover required for most commercial imports. Exchange permit not re-



A LOAD OF U.S. INSECTICIDES swings ashore at Thailand's port of Klong Toey. An increasingly important customer for U.S. exporters, Thailand requires import licenses only for about 52 items.

quired for essential goods. Foreign exchange for imports purchased in free market at rate fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessentials and right to an import license.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Barbados, Leeward Islands, Windward Islands, British Honduras, British Guiana, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butterfat; cheddar cheese; colby cheese; coffee; dry casein and caseinates; dried skim milk; wheat oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for 1 to 6 months depending on the product. No exchange permit required.

CHILE—Import registration receipt required, and goods not appearing on list of permitted imports are prohibited. A number of such prohibited goods are allowed entry into free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods subject to prior deposit at time of registration in local currency which is often equal to the amount of surcharge, returnable after 90 days on most goods. Permitted imports are subject to ordinary duties, additional tax, and surcharge. Surcharge alone ranges up to 400% of c.i.f. value. Exchange for imports available at official bankers' rate. Futures available for all goods. Exchange cover not legally available for at least 90 days after date of bill of lading. Exchange permit not required.

COLOMBIA—Prior import licenses required for most imports entered at intermediate rate of exchange and all entered at preferential rate. Some goods prohibited. Prior import registration required for all imports. Prior import deposits required as prerequisite to registration. Deposits range from 1% to 120% as of Oct. 1, 1965. Deposits for imports at intermediate rate being reduced by 5% of Oct. 1, 1965, amount each month from that date until eliminated after 20 months. Exchange provided when authorized through exchange certificates sold over Bank of Republic counter. Prior exchange deposit required 20 days prior to date of purchase, in amount of 95% of peso value of exchange, calculated at the rate applicable to the import.

COSTA RICA—A general system of import licensing and exchange controls does not exist in Costa Rica. However, prior registration necessary for importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) necessary for import of foodstuffs, live animals, plants, seeds.

DOMINICAN REPUBLIC—A general system of import licensing does not exist in the Dominican Republic. Exchange controls are imposed by the Central Bank on all imports. Luxury type goods are granted exchange only when financed by letters of credit. A prior deposit of 80% on luxury items and 40% on other type goods is required on all but a few imports. Some products are subject to special licensing requirements.

ECUADOR—Import license required, but some items prohibited. Prior deposit ranging from 25% to 100% of c.i.f. value required on imports financed less than 180 days. Licenses valid for 120 days for imports from Western Hemisphere, longer in special cases. Approved license carries right to foreign exchange.

EL SALVADOR—Prior approval of Exchange Control Department of Central Bank necessary before placing orders abroad for any kind of goods. These import licenses, for exchange control purposes, granted freely. Exchange for importation of raw materials or goods for use in agriculture, livestock, or industrial production (including construction) will be authorized within 360 days from date of shipment; for other merchandise, 120 days nonextendable).

C.A.F.

To French exporters this means "cost, assurance, and freight." What does it mean to you?

For instant knowledge of the meanings of all the initials used in world trade, equip yourself with a good glossary of international trade terms.

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required but granted freely.

HAITI—Government has blanket authority to fix import quotas, but authority has not been officially invoked. Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cements, sugar, and some other products. Exchange permits not required.

HONDURAS—Import licenses not required, except for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required.

JAMAICA—Import license not required except on some items in commodity categories such as clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, metal furniture and materials, preserves, and light metal manufactures. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses valid for 6 months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports.

NICARAGUA—Imports subject to prior registration, valid for 6 months.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls.

PARAGUAY—Import license not required. All imports subject to exchange surcharge of 30% of c.i.f. value, in addition to basic duties and additional tax for most items. Many imports are subject to prior deposit of 100% of f.o.b. value, in local currency, returnable after 120 days. Exchange permit not required.

PERU—No exchange restrictions affecting imports, and import licenses not required.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items.

TRINIDAD and TOBAGO—Import license not required except on some items in commodity groups such as cereals, feeds, citrus and preserved fruits, animal and vegetable fats and oils, crude and partly refined petroleum, soaps and cleansers, coloring materials, paper products, textile fabrics, metal containers, furniture and clothing. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance for all commercial shipments.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except some powdered milk and wheat, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required.

URUGUAY—Import license required, but importers need not present it to the Consulate except for shipments of automobiles, refrigerators, radios, and domestic electrical appliances when they are consigned to an individual persons. Most imports subject to surcharges of from 30% to 300% of c.i.f. value, in addition to basic duties and miscellaneous smaller taxes. All goods subject to surcharge of 150% or more must pay prior deposit of 200% of c.i.f. value, returnable after 9 or 12 months, depending on product. Exchange permit not required.

U.S. trade continues up

Imports advance much faster than exports; surpluses lowest since first quarter '60

Both exports and imports registered sharp gains in the first six months of the year over January-June 1965 levels.

Imports, buoyed by exceptionally strong domestic demand, rose at a far faster rate than exports, as shown in the following table of U.S. foreign trade, in millions of dollars, seasonally adjusted:

1965	**Exports**	**Imports**
First quarter*	5,568	4,653
Second quarter*	6,870	5,451
Third quarter	6,913	5,459
Fourth quarter	7,106	5,729
1966		
First quarter	7,178	6,001
Second quarter	7,181	6,323

*Affected by dockworkers' strike, Jan. 11-March 13.

U.S. exports in the first half rose to an annual rate of $28.7 billion, seasonally adjusted and excluding military grant-aid. This total was 15% above that in the same months of 1965, when the dock strike in East and Gulf Coast ports adversely affected our shipments. It was, however, only 2½% greater than the high level of the final half of last year.

In the last three quarters, this export expansion has decelerated. U.S. shipments rose in the final three months of 1965 by about 3% over the preceding quarter, but since then, the growth has been minimal. The January-March total showed only a 1% rise over the previous quarter, and there was no further advance in the June quarter.

Imports climbing

Imports in the first six months, seasonally adjusted, climbed to $24.6 billion at the annual rate. These purchases exceeded the January-June 1965 level by 22% and topped the July-December total by 10%. Since September, imports—in contrast to exports—have continued to rise by about 5% a quarter.

The relatively faster advance in imports in the first half of the year lowered the gross export surplus to an annual rate of $4.1 billion, $600 million less than that in the first six months of 1965 and $1.6 billion below the final six months' surplus.

Since the September quarter of last year, the trade surplus has been falling at an increasing rate. The export surplus in the June quarter, at $3.43 billion, was the lowest since the first quarter of 1960.

Based on rough estimates, because of the lack of comparable data, it appeared that Government-financed shipments under AID and PL-480 programs (excluding barter) rose only slightly in the first half over the seasonally-adjusted level of $2.6 billion in the July-December 1965 period. If such exports are excluded, the net export surplus in the first six months of 1966 fell to an estimated annual rate of $1.5 billion.

Import prices in the first quarter (the latest available), as measured by the unit value index, showed a relatively stronger advance than exports. Export prices were only 0.3% higher than the 1965 average, while a 1% price rise occurred in imports. The latter was strongly influenced by a more than 4% increase in prices of imported manufactured foods, mainly in fresh beef and canned meats.

The flattening in the trend of exports in the first half of this year, on a seasonally adjusted basis, primarily reflected a slowing in the rate of expansion in U.S. exports to Western Europe and the 20 American Republics in the first quarter and an absolute decline in the second quarter.

Shipments to the continent and to Latin America, after remaining level in the middle quarters of last year, climbed sharply in October-December. This year, following small further advances in the March quarter, exports to both areas dropped in April-June to a value only slightly above that recorded in the middle of last year. Sales to Canada continued to rise in both quarters of 1966; they have registered gains of from 3 to 6% in each of the last several quarters over the preceding period.

The continued sharp rise in U.S. imports this year represented larger purchases in all areas of the world. Over four-fifths of the expansion over the first half of last year came from the various developed countries. From the American

U.S. exports and imports by area

(Billions of dollars, seasonally adjusted)

Area	1965 First half	1965 Second half	1966 First half
Exports, total*	12.44	14.02	14.36
Canada	2.74	2.98	3.23
19 American Republics	1.73	1.99	2.04
Western Europe	4.03	4.82	4.89
Other areas	3.93	4.23	4.20
Imports, total	10.10	11.19	12.32
Canada	2.33	2.49	2.94
19 American Republics	1.77	1.90	1.94
Western Europe	2.86	3.26	3.64
Japan	1.13	1.28	1.43
Asia, other	1.02	1.10	1.15
Oceania	0.21	0.24	0.30
Africa	.37	.49	.49
Other areas	.42	.42	.44

* Excludes estimated military grant-aid.
Note: Data do not add exactly because of rounding.

Republics, Africa, and Asia (excluding Japan), however, after a substantial increase in July-December 1965 over the first half, there was little further rise in January-June of this year.

Most commodity exports gain

Exports of both agricultural and nonagricultural products expanded through June of this year over last year's first-half level. Compared to the latter half of 1965, however, the rise in 1966 in nonagricultural exports after adjustment was small, while shipments of agricultural goods did not rise further.

Nearly one-third of the 17% advance in exports of nonagricultural products stemmed from increases in shipments of machinery. These sales rose by 13% over the first half of 1965, reflecting the pick-up in export orders which began last November. These exports expanded by only 5% from 1964 to 1965.

A major increase was registered in exports of engines and parts which rose by $72 million, or one-quarter, in value. Much of this gain stemmed from larger sales of duty-free products to Canada, resulting from the U.S.-Canadian automotive agreement. The rise in shipments of aircraft engines was related to our increased exports of aircraft.

Another substantial part of the expansion in machinery exports came from sharply rising sales of products which sell largely on the basis of their advanced technology. Growing demand for labor-saving machinery abroad led to a 10% expansion in U.S. exports of materials handling equipment. The trend toward automating routine industrial operations and data processing procedures resulted in a 30% advance in computer exports.

The generally rising standard of living in many foreign countries, increased industrial needs, and intensified sales promotion efforts by U.S. manufacturers lifted exports of air-conditioning and refrigerating equipment one-fifth above the year-ago level. Shipments of pumping equipment, up by one-third, were accelerated by increased construction activity overseas, especially in the petroleum industry.

Sales of electrical machinery showed a 14% rise, with substantial increases in exports of technologically advanced semiconductor devices and instruments and their parts. These exports in recent years have come to include an increasing proportion of parts for assembly abroad by U.S. affiliates. Greater sales of telecommunications equipment, primarily radio and TV broadcast equipment to Canada, also contributed to the advance in shipments of electrical machinery.

Transport equipment sales up

U.S. exports of transport equipment have posted a 10% gain so far this year over January-June 1965. About one-third of the increase was in shipments to Canada of passenger cars, trucks, and automotive parts for assembly. These exports were accelerated by the further rationalization of automobile production in North America.

Sales of civilian aircraft showed an increase of 39%, with over half of the expansion going to Canada. In contrast to 1965 when no such sales were made to that country, two four-engine and six two-engine jets for passenger use have been delivered this year. Sales of military planes dropped by nearly one-third.

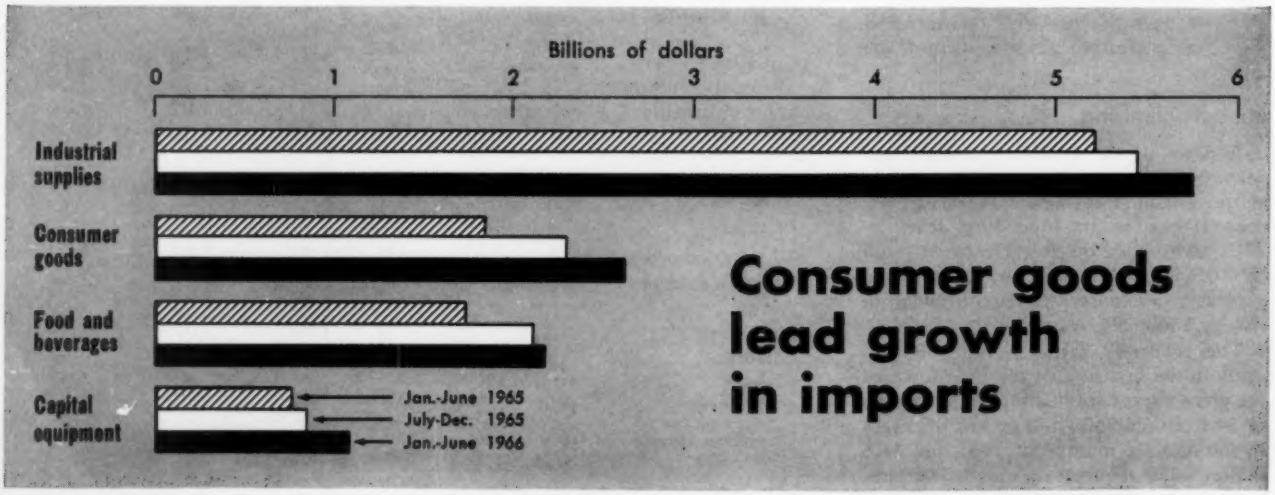
Exports of chemicals advanced strongly in January-June. The 15% increase over the first half of 1965 compares with only a 2% expansion in 1965 over 1964. Shipments to Europe, where the chemical industry is operating at capacity, accounted for a large share of the increase. Increased use of fertilizers in improving agricultural yields abroad resulted in a 40% advance in shipments of this commodity.

Higher prices for copper and aluminum caused sales of nonferrous metals to advance by 8% in value. Deliveries of both metals to foreign customers decreased in quantity this year, as rising domestic demand and export controls on copper limited shipments abroad.

Advances in shipments of fabrics, particularly cotton fabrics, contributed to a sizable rise in total textile exports other than clothing. This advance, following the 1965 decline of 8%, brought these exports nearly back to the 1964 level when they peaked at $577 million. Sales to Canada, one-fourth greater, have accounted for the bulk of the increase so far this year.

An increase of one-fifth in exports of professional and scientific instruments in January-June reflected to some extent the continued technological superiority of U.S. products. Shipments of paper and paper manufactures registered a 13% gain. Except for a small dip in 1958, such exports have been expanding for many years in line with growing world demand.

The 6% drop in exports of steel-mill products in January-June reflected the reduced level of AID shipments to India and Pakistan, a decline in import requirements in certain countries now producing more steel, and increased competition in



third markets from Europe and Japan where excess capacity exists.

About half of the 15% advance in agricultural products this year was accounted for by increased shipments of wheat, mainly under PL-480 programs. To relieve serious food shortages in India, that country received the major share of the greatly expanded wheat shipments under government programs. In addition, Brazil, Yugoslavia, and Egypt shared in the increase over year-ago levels. Significant gains were also registered in commercial wheat sales to the United Kingdom, the Netherlands, and Japan.

Feed demand increases

Brisk demand was experienced for corn and other types of feedgrain for the livestock industries in Western Europe. Livestock numbers have been growing on the continent in recent years as improved living standards led to increasing consumption of meat.

Soybean exports gained by almost a third, with the bulk of the advance going to Japan and Western Europe. A fall off in exports of vegetable oils stemmed from expanded purchases of soybeans for domestic crushing by Western Europe and reduced shipments of oils to India and Pakistan under PL-480.

Reluctance of foreign buyers to purchase U.S. cotton in the expectation that our new subsidy program, to become effective Aug. 1, would result in lower prices, was primarily responsible for the $100 million, or 37%, decrease in U.S. exports of cotton through June.

Imports booming

Imports of both agricultural and nonagricultural products rose sharply in the first half of the year. Increases of more than a fifth were registered in both types of products over the same period of last year on a seasonally adjusted basis and of about a tenth over the second half of 1965.

More than 40% of the $1.8 billion increase in nonagricultural imports resulted from expanding demand for foreign consumer goods. If automotive imports from Canada, strongly stimulated by the 1965 Automotive Products Trade Act, are excluded, the share of the total import increase accounted for by consumer goods was reduced to about one-fourth.

Imports of all consumer goods, up 41% through June over last year's first half total, were rising at a much faster pace than were consumer expenditures for durable and nondurable goods in the United States (excluding food and petroleum). Leading the advance in consumer goods imports were automobiles which increased by 89% in value and 64% in quantity. As a result, imported automobiles accounted for 8.8% of new supply in the United States (excluding exports) through June of this year, as compared with 5.3% in the first six months of 1965.

Consumer interest in light motorcycles for sports as well as for transportation continued to grow, and imports expanded by 130% to a six-month total of $124 million. Japan, the country which discovered, or created, this large U.S. market, remained overwhelmingly the predominant supplier.

Other consumer goods imports which expanded by significant amounts in the first six months of this year included gem diamonds, clothing, radio and TV sets, watches, and musical instruments.

Record capital equipment requirements in this country caused U.S. producers to

Exports of principal U.S. commodities by half years, 1965 and Jan.-June 1966

Commodity	Jan.-June 1965	July-Dec. 1965	Jan.-June 1966	Change from Jan.-June 1965
	(Millions of dollars)			(Percent)
Nonagricultural products:				
Machinery	***3,367***	***3,454***	***3,794***	***+13***
Engines and parts	277	309	349	+26
Agricultural machinery and tractors	467	399	464	− 1
Office machines	226	245	269	+19
Metalworking machinery	165	167	166	+ 1
Materials handling equipment	166	168	182	+10
Power machinery and switchgear, electrical	247	225	248	+(1)
Telecommunications apparatus	165	181	181	+10
Transport equipment	***1,622***	***1,573***	***1,781***	***+10***
New motor vehicles	378	384	444	+17
Aircraft and parts	578	513	590	+ 2
Chemicals	***1,143***	***1,258***	***1,315***	***+15***
Elements and compounds	463	506	504	+ 9
Plastic materials, resins	201	223	241	+20
Other manufactures	***2,350***	***2,490***	***2,652***	***+13***
Nonferrous base metals	284	256	307	+ 8
Textiles, other than clothing	260	268	278	+ 7
Scientific instruments	231	249	276	+19
Iron and steel-mill products	289	318	271	− 6
Paper and manufactures	191	198	215	+13
Crude materials	***1,385***	***1,470***	***1,470***	***+ 6***
Fuels	***448***	***499***	***460***	***+ 3***
Coal	221	273	230	+ 4
Petroleum	210	203	198	− 6
Agricultural products:				
Wheat	489	575	699	+43
Corn and other coarse grains	488	647	705	+44
Feed for animals	122	156	160	+31
Soybeans	277	373	362	+31
Cotton	267	219	167	−37
Oils and fats	253	218	183	−28

(1) Less than 0.5%.

turn to foreign suppliers for increasing quantities of machinery. Our imports of capital equipment, up 44%, advanced more than twice as fast as the rate of increase in U.S. plant and equipment expenditures in January-June 1966 over the first six months of last year. The value of imported foreign capital equipment remains only a small fraction of these total expenditures.

Increasing arrivals from U.S. subsidiaries accounted for sizable portions of the advance in imports of machinery in January-June. Advances in such imports were significant in agricultural machinery and office machines.

Arrivals of aircraft and parts more than doubled in January-June, reflecting the continued conversion by U.S. airlines from piston-engine to jet aircraft for short-haul passenger service and the growing popularity of executive planes with business firms. Most of the $67 million increase which was supplied by the United Kingdom and France, resulted from availability to our market of certain types of foreign planes before competitive U.S. aircraft came into production early this year.

Industrial supplies

Industrial supplies purchased abroad expanded by 10% in value in the first half of the year, a slowing in rate from a 15% rise from 1964 to 1965.

Although imports of iron and steel dropped by $42 million in January-June, the 8% decrease was smaller than might have been expected considering last year's strike-hedge buying which had pushed stocks to record levels. The strong upward trend in steel imports, discounting the exceptional purchases in 1965, appears to have continued in the first six months. While arrivals from Western Europe and Canada declined in value this year, imports of iron and steel-mill products from Japan rose by nearly one-tenth.

Steel plants expand

The expansion in steelmaking plants in Western Europe and Japan has created an imbalance between capacity and demand in these countries. The resultant excess capacity has added an extra incentive to foreign producers to offer steel in this country at attractive prices.

Purchases of foreign nonferrous base metals rose by almost one-fourth, reflecting increased U.S. civilian and military demand for copper and aluminum. Much of the $46 million increase in copper imports came from Canada. Other increases were registered from Germany, the Republic of South Africa, and Peru. Canada supplied the major share of the advance in aluminum imports.

Part of the $117 million increase in chemical imports stemmed from U.S. shortages of items such as ethyl alcohol, monohydric alcohols, and amino acids, caused by expanding civilian and military demand. Favorable foreign prices accounted for rising imports of menthol. Potassium chloride for fertilizer manufacturing from U.S. affiliates in Canada also arrived in significantly greater quantities. The later purchases were more related to our growing exports of manufactured fertilizers than to increased U.S. demand.

Textile imports strong

The expansion of textile imports continued strongly in the first half. Increases in cotton textile imports were particularly pronounced this year as a result of arrivals of supplies from countries where new export capacity has been developed as well as strong demand in the U.S. market. Purchases of foreign cotton yarn advanced greatly over last year's level. The rapid increase in imports of man-made fiber textiles, notably from Japan, was due in part to U.S. controls on cotton textiles which limit expansion from countries in the International Cotton Textile Agreement. Imports of woolen textiles also advanced sharply again this year.

U.S. imports of foods and beverages in the first six months were one-fourth above the year-ago level. Larger coffee and meat purchases abroad accounted for nearly half of the rise. Imports of coffee increased by almost a quarter in value as roastings increased over last year, and inventories in this country began to be rebuilt. Strong U.S. demand, and attractive prices in this country as compared with Western Europe, prompted foreign beef suppliers to ship increasing quantities here.

A large part of the one-fifth rise in fish imports through June represented expanded arrivals of tuna from Japan. A reduced U.S. supply, resulting from a smaller domestic catch, helped stimulate imports.

This article and accompanying tables and chart were prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

FIRST QUARTER '66

U.S. share of world exports of manufactures improves

Remains below our share in recent years, however, except '65 when shipments were curtailed by dockworkers' strike

The U.S. share of world exports of manufactures to markets other than the United States increased in the first quarter of the year, though it remained below our share in all recent years except 1965.

Rising to 23.1% in the March quarter, our share was nearly three quarters of a percentage point above the prior quarter and more than half a point above the average percentage for 1965. The sharp 2 percentage point improvement over the first quarter of last year, as shown in the accompanying table, stems from the fact that U.S. exports were severely curtailed in the early months of 1965 by the Atlantic and Gulf Coast dockworkers' strike.

While our share gained in the first three months over the preceding quarter, the value of U.S. exports of manufactures was practically unchanged, though a seasonal downturn is normally expected. The value of these goods exported from other countries to non-U.S. destinations dropped by about 3½% from quarter to quarter. This fall in shipments from foreign nations may be due in part to some lessening of competition in third markets as our major competitors sell substantially greater quantities of goods to this country. The United States, by definition, is not included as a market in this report.

A major factor accounting for the higher U.S. share of world exports of manufactures in the March quarter was the strong demand for our transport equipment, which showed a 2.2 percent-

This report is the fourth of a quarterly series begun in the Dec. 27, 1965, issue of INTERNATIONAL COMMERCE *to provide data on U.S. shares of world exports of manufactured goods.*

This week's article includes data through the first quarter of 1966. The third report, covering 1965, appeared in the May 30 issue; the second, in the issue of March 21.

The reports and tabular material are prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.

age point rise over the fourth quarter and almost as large a gain over the yearly average. Our 29.4% share reflected substantially rising sales of aircraft to Canada and Germany and of motor vehicles to Canada and Latin America. Our share of world exports in the first quarter was at its highest level since 1962.

U.S. nonelectric machinery exports, the largest value category among our manufactures, showed a substantial rise in value in the March quarter over last year's quarterly average. Our share of 30.7%, however, was marginally below that for 1965, as U.S. exports failed to advance quite as rapidly as those of other suppliers. Shipments of most types of machinery, except metalcutting machines and construction equipment, were higher than last year's average exports.

In contrast, our share of world electric machinery sales rose by more than one percentage point over the average U.S. 1965 share. The value of these exports was the largest since the seasonally high December quarter of 1964.

In the miscellaneous "other manufactures" category, our share rose about half a percentage point above that in 1965. Increased shipments of nonferrous base metals, paper manufactures, and scientific instruments helped account for the improved showing.

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets)	Commodity	U.S. exports (million dollars)	U.S. share (% of world exports to foreign markets)
Manufactures, total			**Electric machinery**		
1964 1st quarter	3,944	23.9	1964 1st quarter	416	27.8
2nd	4,160	23.8	2nd	405	25.4
3rd	3,891	23.5	3rd	381	25.4
4th	4,387	23.0	4th	463	26.1
1965 1st	3,776	21.0	1965 1st	377	23.0
2nd	4,725	24.2	2nd	444	25.3
3rd	4,113	22.6	3rd	398	24.1
4th	4,674	22.3	4th	442	23.6
1966 1st	4,662	23.1	1966 1st	448	25.1
Chemicals			**Transport equipment**		
1964 1st quarter	553	26.9	1964 1st quarter	740	28.4
2nd	582	26.5	2nd	783	28.6
3rd	606	28.2	3rd	695	28.7
4th	623	26.7	4th	811	27.3
1965 1st	501	22.1	1965 1st	778	26.3
2nd	642	25.8	2nd	907	28.9
3rd	612	25.6	3rd	735	28.1
4th	647	25.4	4th	891	27.2
1966 1st	632	24.3	1966 1st	918	29.4
Nonelectric machinery			**Other manufactures**		
1964 1st quarter	1,132	31.6	1964 1st quarter	1,103	16.3
2nd	1,199	31.4	2nd	1,191	16.6
3rd	1,095	31.5	3rd	1,114	15.9
4th	1,228	30.9	4th	1,262	15.8
1965 1st	1,062	28.8	1965 1st	1,058	14.2
2nd	1,423	33.4	2nd	1,309	16.6
3rd	1,186	30.8	3rd	1,182	15.4
4th	1,373	30.4	4th	1,321	15.1
1966 1st	1,351	30.7	1966 1st	1,313	15.8

Note: World exports include exports from 14 major industrial countries, as follows: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan. Exports to foreign markets are total exports excluding exports to the United States. These 14 countries accounted for 77% of 1964 world exports of manufactures (excluding mineral fuel products, processed food, fats, oils, firearms of war, and ammunitions).

Shares steady for competitors

The U.S. position relative to that of other suppliers failed to improve in chemicals. Our share, at 24.3% in the first three months, declined both in relation to the fourth quarter and to 1965 as a whole. This drop continued the downward trend in our share of world chemical exports to foreign destinations, interrupted only briefly in 1964, from a 29.6% proportion in 1960.

Our five top competitors, with the exception of Japan, retained substantially the same shares of manufactures exported to foreign markets as in the previous year. The United Kingdom's share increased by 0.7 percentage point over the preceding quarter, but this year's first quarter share of 13.2% was about the same as the average for 1965. The French, German, and Italian positions remained substantially the same as last year, but the Japanese share of manufactured goods exports to markets other than the United States fell by about one-half percentage point from the previous year's quarterly average.

Uruguay eases restrictions on educational imports

The Government of Uruguay reports that it is easing the restrictions on various imported products by removing or reducing the additional prior deposits.

Materials used exclusively for teaching, classified under Uruguayan tariff number 40.078, are exempted from all additional prior deposit requirements, and a 100% additional prior deposit has been withdrawn on various live animals.

"USA IN YOUR HOME" was the theme of a recent exhibition of U.S. furniture at the van Reeuwijk store in Rotterdam. The display included a replica of the exhibit of Early American style furniture by Sprague & Carleton first shown at the Cologne Furniture Fair in January of this year.

Furniture makers crack export sales barrier with trade mission, trade fair promotions

Commerce Department helped break industry's traditional reluctance; Cologne fair exhibit leads to $3.8 million European sales potential

By WILLIAM FOSS
Office of Publications and Information Staff

"If you want to know how to sell furniture in Europe, ask the Americans." So went a front-page story in one of the British furniture industry's leading trade papers. For the Briton, it was a simple, perhaps slightly aggravating, report on the 1966 International Furniture Fair in Cologne, Germany.

For the American, it was a capsule history of the evolution of an industry which, for many years and many reasons, shied from doing business abroad, finally was tempted to try, scored a smashing success, and now is eagerly hunting customers on all compass points.

The success story, which culminated in an estimated $3.8 million in export sales at the Cologne Furniture Fair, is actually a prime example of how joint U.S. Government-industry cooperation can work for the good of American business.

The story began in September 1963 when the Commerce Department's Bureau of International Commerce invited a group of U.S. furniture manufacturers to Washington to discuss the problems of trade barriers and export expansion. The group, representing the National Association of Furniture Manufacturers and the Southern Furniture Manufacturers' Association, met with trade experts, who wanted information for use in the Kennedy Round of the tariff negotiations under the General Agreement on Tariffs and Trade.

The tariff discussions gave the furniture industry food for thought: Sell your furniture abroad, increase your sales, and at the same time help ease the nation's balance of payment problem.

The idea of stepping up exports was a departure for an industry which long had been reluctant to tests its potential abroad. Exports of furniture from the United States had been almost negligible, amounting to less than 1 percent of total industry output. And about half the U.S. furniture exports went to Canada.

In the summer of 1964 Commerce marketing specialists concluded that conditions in Europe, especially Germany, were favorable to export sales development by American furniture manufacturers. This was brought to the attention of the two furniture manufacturers' associations and they decided to sponsor a trade mission to Europe.

Mission members met at the Commerce Department for careful briefings on the European furniture industries, and were as thoroughly informed as possible about the European market when they departed. The U.S. Furniture Trade Mission spent three tightly scheduled weeks of November 1964 in England, Germany, Italy and France, interviewing leading merchants and manufacturers in the major trading areas of the countries.

Publishing its extensive report in the Feb. 8, 1965 issue of INTERNATIONAL COMMERCE, the Trade Mission indicated that U.S.-made furniture is salable in Europe, but manufacturers must campaign to sell. There was no clamor for U.S.-made furniture in Europe because few Europeans had seen any. The products need promotion abroad, the Mission concluded.

Now the questions became: How to best promote and sell U.S. furniture in Europe? The Commerce Department suggested an exhibit of U.S. furniture at a prominent international trade fair where European merchants traditionally come to see and buy goods for their retail outlets. The biennial International Furniture Fair in Cologne, Germany, in January 1966, was selected for the first European show-and-sell effort by the U.S. furniture industry.

Market development campaign

Commerce then launched a vigorous market development campaign in Germany. A trade expert went to Germany and made personal calls upon furniture dealers, agents, and importers in major German cities, including Berlin, Hamburg, Bremen, Frankfurt, and Cologne. Many prospects were contacted by phone.

Commercial officers of the U.S. Foreign Service in Germany also drummed up potential buyers to attend the U.S. exhibition at the Cologne fair. A public relations agency was hired to publicize the American trade show throughout Europe.

When the Cologne fair opened, the U.S. furniture exhibition was already the talk of the town. The exhibit theme, "America's Design Heritage from Europe," was chosen to demonstrate how current American designs, though inspired by European classic styles, have

a style all their own that is not available in Europe.

The Germans expected modern furniture from "the country of skyscrapers and astronauts" but saw colonial-style instead—and appeared to like it. The display also included ranch furniture; upholstered reclining chairs, and contemporary kitchen, family and living room furniture.

Conservative European furniture merchants were unprepared for the colorful U.S. exhibition. Many of them thought the American pavilion overdecorated, the colors too loud, and the accessories too cluttered. Yet, when buying the samples, the Europeans insisted upon having all the color and accessories of the exhibit to present to their own customers in exactly the same way it was shown in the American furniture exhibition.

Exhibit well timed

The U.S. entry caught the European market at exactly the right moment. From their initial showing, the U.S. exhibitors wrote orders on the floor for $786,000 worth of furniture to West European countries, including most of their samples. In the next 12 months, the U.S. firms expected follow-up sales of $3,035,000, and they said their 12-month sales estimates were "conservative."

Participating U.S. companies negotiated representation agreements with five German firms, three of which represent the finest specialty furniture store chains in Germany and each of whom placed substantial initial orders. Two companies concluded licensing agreements and a third is being negotiated.

Most U.S. exhibitors in Cologne have indicated a desire to return for a bigger showing when the next Cologne Furniture Fair is held in January 1968.

The organizers of "Interfurn 67", an international furniture show to be held in London, Jan.-Feb., 1967, are anxious to feature American furniture in their exhibition. The British, who saw the Cologne Exhibition, are convinced that there is a market for American furniture in the United Kingdom.

U.S.-made furniture and a wide variety of products for the home were among the best sellers in European department stores that staged special promotions of American consumer goods last year. Sales campaigns were held by six independent retail organizations controlling 96 stores in Austria, Belgium, England, Germany, Switzerland, and Sweden. The stores bought about $7 million worth of U.S. merchandise, including both indoor and outdoor furniture.

'America Weeks' show U.S. furniture at stores in two European countries

Three chains with 53 outlets in Great Britain and Germany will import $1.7 million in U.S. products for promotions this fall

European department stores will launch an extended series of "America Weeks" campaigns this week to promote the sale of $1.7 million in U.S. furniture and home furnishings.

The campaigns, aimed directly at the increasingly affluent European householder and his family, will bring an array of American merchandise to shoppers in 53 stores in two countries. "America Week" sales, supported by the U.S. Department of Commerce through its Bureau of International Commerce, are staged by overseas retailers to capitalize on local interest in U.S. goods.

In England, the Harrison-Gibson furniture chain, with five stores in the London area, will go all out with an "America Week" sale of $700,000 worth of U.S. furniture and accessories Sept. 1-18. The campaign, entitled "Ideal Homes of America," will feature a full range of furniture styles from Early American to ultra-modern, including traditional, provincial, ranch style and Spanish and Italian adaptations, and lighting fixtures.

Harrison-Gibson also will be responsible for a "first" in the history of U.S. Trade Centers. The firm will take over the U.S. Trade Center in London during the "America Week" promotion and operate it as a sixth store. All the furniture will be displayed in appropriate model room settings in the Trade Center and the five Harrison-Gibson stores.

Commerce is sending New York interior designer Melanie Kahane to London to serve as consultant for the showings. She will lecture to British interior designers and will make radio and television appearances on behalf of the "America Week" campaign in London.

The Kaufhof department store chain of Cologne, Germany, will feature $700,000 worth of U.S. furniture—mostly Early American—in an "America Week" sale in 22 cities Sept. 3-24. In keeping with the theme "Early American Style," each Kaufhof store will display a completely furnished model home with several rooms. All materials in the room settings also will be from the United States.

The stores will be provided with authentic Colonial costumes and wigs for hostesses who will greet customers in the stores. U.S. flags will fly outside the stores, and Betsy Ross flags and flags of the original 13 States will be inside.

The Karstadt department store chain, with headquarters in Essen, Germany, will promote the sale of $300,000 worth of U.S. furniture in stores in 26 German cities. Commerce Department support for this campaign will include supplying U.S. flags for the stores and U.S. travel brochures for distribution to customers.

Greek educational conference set for September in Athens

A conference expected to establish future standards for the teaching of foreign languages in Greece will be held in Athens at the Young Women's Christian Association, Sept. 19-24. Co-sponsored by the Greek Government Ministry of National Education and the Association International des Editeurs de Linguistique Appliquee (AIDELA), a French group, the conference will focus on modern methods of language teaching.

U.S. companies interested in learning more about this opportunity to introduce American products to a group which will determine Greek educational policy should write: AIDELA, 9 Avenue des Vosges, 67 Strasbourg, France.

Mexico's National Exposition holds showing in California

The Exposicion Nacional de Mexico, the national trade fair and cultural exposition of Mexico, is being presented for the first time outside the Republic of Mexico this year. The show runs from Aug. 25-Sept. 11 at Los Angeles' Devonshire Downs fairgrounds.

Mayor Samuel Yorty of Los Angeles attended the Exposicion's January showing in Mexico City, and asked the fair organizers to bring the show to California. On display will be Mexican historical artifacts, and significant art works from the three greatest periods of Mexican culture—pre-Columbian, colonial, and modern.

EXHIBITION BRIEFS *WORLDWIDE*

BERLIN PHARMACEUTICAL AND MEDICAL-TECHNICAL EXHIBITION, June 1-5. 182 exhibitors, up from 175 in 1965 and 126 in 1964, representing German and major international companies. EIGHT MAJOR AMERICAN EXHIBITORS, represented by their German manufacturing subsidiaries. Sales figures unavailable, but goal of acquainting German doctors with American pharmaceutical products achieved. Over 10,000 visitors, 7,000 of them medical doctors and pharmacists. Next exhibition, June 1967.

TURIN AIRCRAFT, AIRPORT EQUIPMENT SHOW, June 4-12. 277 exhibitors from 11 countries. 51 AMERICAN COMPANIES, mainly represented by Italian agents and licensees. Attendance estimated at 400,000. No sales figures, but exhibitors considered show greatly improved over the 1964 edition. Consensus is that show is not yet in class with Paris, Farnborough, and Hanover. Next show may be held in fall of 1969 to avoid crowding three major European air shows into one year.

BORDEAUX INTERNATIONAL FAIR, June 16-27. Over 2,000 exhibitors, with 11 national pavilions. Exhibits included agricultural machinery, food processing equipment, office and industrial equipment, furniture, and assorted household and sports items. 48 AMERICAN FIRMS, represented by their French agents or subsidiaries. Attendance 650,000. No sales figures, but exhibitors enthusiastic about future participation. Next fair, June 15-26, 1967.

INDUSTRIAL AND CATTLE EXPOSITION, SAN PEDRO SULA, HONDURAS, June 25-July 4. 55 exhibitors from Latin American countries. NO AMERICAN EXHIBITORS, but many local exhibiting firms closely connected with U.S. manufacturers by working agreements or capital investment. Attendance about 90,000 at the first show of a proposed annual series. Excellent exhibitor reaction. Next fair probably June, 1967.

Bangkok show will give sales opportunities to U.S. agricultural machinery manufacturers

Continued economic expansion places Thailand in good trading position; tractors, plows, planters, irrigation systems among most wanted equipment

Thailand is primarily a producer and exporter of agricultural products, and the country's 3.2% annual population growth rate and trend toward industrialization makes higher yields per acre an absolute necessity. To this end the Thai government is encouraging farmers to increase output by establishing experimental stations, self-help land settlement programs, enlisting the aid of foreign experts, and subsidizing agriculture.

The market for agricultural modernization equipment and supplies is obvious in Thailand and throughout Southeast Asia, and it is expanding at an ever-increasing rate. The market is extremely competitive, and most of the world's largest manufacturers are represented in it. U.S. products which have long held a substantial share of the market now are losing their favored position.

An ideal opportunity for aggressive promotion and the introduction of new products into the area will be provided by the exhibition of agricultural machinery and equipment scheduled for the U.S. Trade Center in Bangkok, Jan. 11-24, 1967. American companies already in the market can increase their sales substantially, and new exporters can break into it.

Thailand is entering its eighth straight year of dynamic economic expansion, with its reputation for a sound economy, fiscal integrity, political stability, and a progressive trade outlook still intact. The country's Gross National Product, which reached 3.8 billion in 1965, is expected to continue its real growth rate of 7 to 8% annually. This will more than keep pace with the rising population, currently estimated at over 32 million and increasing each year by over 3%.

Thailand's exchange reserves approached $800 million by the end of the first quarter of 1966, placing it in a favorable trading position. In 1965, Thai imports, mostly capital goods, totaled $732 million, 19% of which was supplied by the U.S. Japan has been the leading supplier to the country, but the U.S. is a close second, followed by the United Kingdom and Germany.

Sales of agricultural equipment are highly seasonal in the Southeast Asian area, with 60% of sales coming between December and April each year, in the planting season before the spring rains. The Trade Center show is timed to fall at the optimum buying time.

Market potential in Thailand is highest for advanced machinery of the following types:

- tractors
- disc plows
- corn shellers
- fertilizer distributors
- feed grinders and choppers
- planters
- irrigation systems
- lumber mill equipment
- grain storage equipment

The Trade Center will locate and invite to the show responsible representatives and distributors, and will introduce them to U.S. firms seeking agents in the area. By tradition, personal contact is considered the best way to do business in the Thai market, and established agents are invaluable for foreign firms.

There is a strong interest in shows of the type planned in Bangkok. A survey of trade visitors to the last show of U.S. agricultural machinery in the area in 1963 showed that over 60% of those attending the exhibition had made a special trip to do so.

Since the Thai government is attempting to promote the use of modern agricultural machinery, tariffs are generally low, and many items are allowed duty-free entry.

Most sales of agricultural machinery are made on a credit basis. Terms are usually one-third down with 12 to 24 months to pay, but the down payment is often smaller in practice, with longer payment terms offered. One reason the Japanese have established themselves in the market is their liberal credit terms, and U.S. manufacturers must meet the competition in the credit field, as well as in product quality and salesmanship.

U.S. firms desiring further information about exhibiting at the upcoming show at the Bangkok Trade Center should contact the Bureau of International Commerce (code 936), U.S. Department of Commerce, Washington, D.C. 20230, or any of the Department's 42 Field Offices.

Dairy items shown at Beirut Sample Center

Cheeses, butter, non-fat dry milk, and other U.S. dairy products were examined and tested by Lebanese agricultural officials and other guests at a special exhibit held at the U.S. Sample Display Center in Beirut, June 23-July 15. The showing was held as a result of arrangements made by the Dairy Society International in Washington, D.C., the Society's regional coordinator in Beirut, and the Commerce Department.

The display attracted the interest of senior local government officials, as well as leading importers and dealers in dairy products. Over 125 persons attended the opening reception at the Center.

Requests were received from 21 local business firms regarding the establishment of business contacts with U.S. manufacturers of the products on display. Interest was high both in the food products, including ice cream and instant chocolate milk, and the storage and serving equipment, such as the milk dispenser and the two refrigerating merchandisers used to display perishable goods.

Dara N. Khurody, regional coordinator of the Dairy Society International, was very satisfied with the results of the showing on behalf of the Society and the companies whose products were in the exhibit.

DAIRY PRODUCTS of all types from the U.S. were shown at a special exhibition at the Beirut Sample Display Center. Officials at the show were (left to right, above) U.S. Commercial Attache D. C. Ide; H. El-Assad, Assistant Lebanese Minister of Agriculture; D. N. Khurody, of the Dairy Society International; Agriculture Minister Bechir Osman; and E. B. Erickson, Economic Chief of the American Embassy.

BUSINESSMEN SAMPLED PRODUCTS, such as "instantised" fat-free milk (above). D. N. Khurody (below) describes the procedure for reconstituting non-fat and whole fat dry milks to Lebanese agriculturalists.

VIEWING AMERICAN CHEESES at the sample show, visitors examine several different brands kept under refrigeration for duration of the show.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Copper deposits in **India** will be developed by the Ashland Oil & Refining Co., Ltd. which has a 49% equity participation in a joint venture with India's National Mineral Development Corp. . . . The Indian Planning commission approved the installation of 15 high-power transmitters in India. Yugoslavia, the USSR, Japan, Switzerland, and Australia will supply the transmitters for a total of $21.3 million. . . . **Pakistan** has inaugurated a 74-mile gas line to Lahore from Lyallpur. The ten-inch pipeline will make gas available for the development of cement, petrochemical, fertilizer and electrical power industries . . . A shipyard will be established at Pylos, **Greece,** by Greek shipowners and a Japanese firm, Ishikawajima Harima Heavy Industries . . . Full membership in the GATT became effective for **Yugoslavia** on Aug. 25 . . . A drop in potato prices greatly contributed to an unprecedented downward move in **Belgium's** July retail price index. The index declined 1.14 points from the June level to 129.94 (1953 = 100) . . . the **Netherlands** saw a 13% increase in January-June imports. Imports hit $4,021 million with the U.S. share totaling $466 million, 19% above last year's level. U.S. market share rose to 11.6%, compared with 9.5% in the 1965 period.

IN CANADA

Expansion now tapering

Tight credit and numerous strikes cloud outlook, but investments keep booming

By E. C. BITTNER
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The Canadian economy, which grew 3.6% in current prices during the first quarter of 1966, continues to expand, but the rate of expansion recently has shown signs of moderation.

In addition to the physical limitations on increasing production, numerous strikes and shortages of skilled labor have adversely affected output. On the other side of the economic equation, aggregate demand appears to be tapering off somewhat, primarily as a result of tight credit conditions.

If the expansion actually has passed its peak, the inflationary pressures on the economy have not been reduced. There has developed in the last few months a pattern of wage settlements in excess of increased productivity which could support a cost-push inflation, regardless of decreased pressures on supply.

Signs of moderation include a reduction in inventories and manpower shortages from the peaks of several months ago. Diminishing vigor is evident in automobile production and homebuilding. Passenger automobile output in the first quarter of 1966 was 12% higher than in that period of 1965, but consumption and production declined in subsequent months, with repercussions on ancillary industries such as steel, rubber and glass.

Steel ingot production during the first half of 1966 increased only 5% compared to 9% in the comparable period in 1965, and steel mills, which had to allocate their production last year, are now seeking new business.

Industrial growth

Total industrial production is expected to increase only 5-6% in the next twelve months, compared to an increase of 10% for 1965.

Residential construction is falling because of high interest rates and a severe shortage of mortgage funds. The dollar value of awards was 14% lower for the first seven months of the year than in 1965, with the decline chiefly in apartment buildings.

There has been some adverse effect on the demand for consumer durables. The Government's estimate of 140,000 housing starts for the year is regarded in some quarters as unrealistically high.

No investment slack

On the other hand, the mid-year survey of public and corporate capital investment for the year forecasts no fall in business spending, where plans now provide for a 23% increase, compared with the 16% rise from 1965 reported at the beginning of the year. This is a sharper increase than in either of the two preceding years of large capital expansion. However, it includes the effect of rising prices and does not measure volume.

The total planned investment in all sectors of the economy is now put at C$15 billion, 17% above 1965, of which C$9.4 billion is in construction and C$5.6 billion in machinery and equipment, 15% and 22% respectively above last year. The capital expenditure plans of manufacturers at mid-year were 30% above their actual 1965 outlays, while those of the mining sector were 43% higher.

Present indications are that the Federal tax measures of the March budget, including the reduced depreciation allowances for capital equipment and the new refundable 5% tax on corporation cash profits, will not affect investment

CHRYSLER CORPORATION'S ASSEMBLY PLANT at Windsor, Ontario puts together automobiles for sale in Canada. Although industrial output is not growing as fast as last year, planned investments in new enterprises are higher than before.

until next year, if at all. Companies are reported to have found it difficult to revise investment plans for the near term and they anticipate rising construction costs for the future.

The Federal Government has reduced its public works program but overall spending by all governments will be 12% higher, including provincial and local levels.

The Government has sought to influence the economy through monetary restraint, and the Bank of Canada has been operating a tight money policy which allowed only a small increase in the money supply in the first half of the year. The general loans of the chartered banks rose only 5%, compared with 11% in the first half of 1965. Interest rates have continued to climb and the pressure on the capital market has been so great that there has been difficulty in absorbing new issues.

Many wildcat strikes

Strikes, many of a wildcat nature, have been the outstanding feature of the year, with more man days lost in the first half year than in most full years of the past two decades. Although unemployment increased slightly during the late spring, the shortage of skilled workers has been sufficient to enable the unions engaged in work critical to the economy to obtain extraordinary wage increases.

Quebec longshoremen settled for an increase of 80 cents an hour (32%) over the next two years, the St. Lawrence Seaway workers for a 20% increase this year plus 10% next year, and the British Columbia timber workers for 40 cents an hour (16%) over the next two years.

Unsettled strikes include workers at the International Nickel Company's Ontario plants who have resumed production pending conciliation proceedings, and Quebec cotton mill workers and meat packers who are not working. The railway workers' union leaders have rejected a Conciliation Board's recommendation of an 18% increase over two years and are threatening to strike after Labor Day.

With production costs tending upward, profit margins have narrowed in some lines, but they are still large overall, and dividend payments are up 10%, as compiled by the Financial Post through July.

Wholesale prices, which increased about 3% over the past twelve months, have leveled off recently with some decline in June, according to the official index. Consumer prices were still rising as June began, having moved up 3.5% over the year. All components of the consumer price index had increased considerably.

The returns of Canada's foreign trade indicate a significant improvement in the first half year. Imports have continued to advance but the rise in exports has been even greater and a small surplus has developed in place of last year's deficit.

CONSUMER PRICES ARE RISING in Canada, with all areas of the price index sharing in the gain. Above, tubes on a home freezer are brazed at the Anaconda American Brass plant at New Toronto.

The export outlook continues excellent. Another large wheat crop is anticipated, and the contracts for wheat sales to the USSR and Communist China should more than offset any negative effect on the balance of trade resulting from British measures to bolster the pound.

Autos to U.S.

In addition to the increased demand arising from the activity of the U.S. economy and Vietnam needs, there has been a marked rise in shipments of automobiles and parts to the U.S. which has partly offset the higher imports of automobiles and parts from that source. Exports to the U.S. in January-June were 25% higher in value than in the corresponding period of 1965, while imports rose 20%.

Estimates of the global 1966 deficit on current account have been scaled down to about $1 billion; it continues to be offset by the large capital inflow from the U.S.

At the end of July, official exchange reserves amounted to U.S. $2,315 million. On that date Canada had also a credit in the International Monetary Fund of U.S. $255 million, making the effective reserves U.S. $2,571 million.

To keep the level of reserves in line with the target figure established in connection with Canada's exemption from the U.S. equalization tax on new security issues, Canadian monetary authorities have been purchasing Canadian Government securities held in the U.S.

Parliamentary approval has been sought also to purchase IBRD bonds, if necessary, to keep the reserves at the agreed-upon figure.

Venezuelan economy maintains brisk pace despite weakness in petroleum, cement production

Revision proposed of Reciprocal Trade Agreement with U.S.; trade relations formed with LAFTA, Chile, Italy, and Spain

The Venezuelan economy maintained its brisk pace during the second quarter of 1966, despite some sign of weakness in two important economic indicators, petroleum and cement production.

The drop in cement production reflected the dampening of the housing boom occasioned by the lack of available financing. Petroleum statistics for the first half of 1966 show production down 1.18% from the comparable period of 1965.

Major developments during the second quarter concerned the Government's recently proposed tax reform bills and its announced intention to seek revision of the trade agreement with the United States.

Trade agreement revision

Of prime interest to U.S. exporters is the June 10th Venezuelan Government request for conversations with the U.S. concerning revision of the Reciprocal Trade Agreement. The Agreement was last revised in 1952 and both countries recognize that the concession schedules no longer reflect the realities of the Venezuelan economy nor the present bilateral trade pattern.

Venezuela's entry into the Latin American Free Trade Assn. (LAFTA) is another factor which makes revision advisable. It is anticipated that the initial step will be a visit to Washington by Venezuelan experts to discuss general considerations and the timing and location of actual negotiations.

The subject of trade agreements also arose in Venezuela's relations with several other nations. An agreement with Chile was signed early in the quarter and a joint commission established to study possible areas for bilateral industrial complementation.

A high level government/private mission traveled to Rome in June to sign a bilateral trade treaty with Italy. Increased Spanish interest was reflected in a June agreement providing for Spain's granting of $10 million in credit to Venezuelan small and medium industry over the next five years. The credits are to be utilized for equipment, technical assistance, and feasibility studies.

Venezuela's automobile industry came in for considerable Government attention during the period. The Ministry of Development undertook an investigation of auto prices and stated that the price differential between plant and consumer was 56% for financed sales, of which 30% was the installment buying cost.

The Ministry considered this unfair to the purchaser and held a series of conferences with assemblers and dealers. There was also renewed discussion of the need for forced reduction in the number of models produced, presently more than 140, as one means of alleviating the high auto price situation.

In other commodity areas, public complaints on price levels continued, though there was no confirmation of significant general price inflation. Nevertheless, the Government reaffirmed its policy of supervising the prices of products manufactured by protected industries.

The Government's tax reform proposals were introduced into Congress on July 4th, with a special Congressional session subsequently called to consider this and other matters.

Business and middle class groups voiced strong disapproval of the Government's proposals and the opposition political parties issued statements disagreeing with the tax bill and abstained from attending Congressional sessions. The Government has stated that it will hold debate on the proposals and has indicated a willingness to make some revisions.

Government asks tax reform

The tax reform proposals are designed to bring an additional $111 million in revenues and call for increases and structural changes in personal and business income taxes, an additional tax on the extractive industries (i.e., petroleum and iron ore mining), and increased taxes on automobiles, tobacco, and certain types of alcohol.

Of the total revenue anticipated from the reform, the Government estimates

VENEZUELAN RICE CROP cannot compete in world market because of its high price. A barter program in 1965 with Poland met with criticism since sales were made below Government support price.

EXTRACTIVE INDUSTRIES would be affected by new Venezuelan tax reforms. The Government estimates that such industries would pay about $77.7 million in additional taxes.

that the extractive industries would pay about $77.7 million, the other business income tax would yield approximately $11.1 million and the personal income tax about $5.5 million.

Petroleum production down

Petroleum production for the first half of 1966 was 3,426,510 barrels per day, down 40,795 barrels per day from the average production of the comparable 1965 period.

The local press has attributed this decrease to loss of sales in Venezuela's traditional markets in Latin America and Canada, where Venezuelan oil is finding it increasingly difficult to compete with lower-cost producers.

This falling off in production has also been accompanied by a sharp decline in drilling activities. As of the end of July 1966, there were 24 rigs in operation as compared to an average of 41 rigs operating in 1965.

The Government's tax reform proposals would increase the basic income tax on petroleum and other extractive industries income by 1% to 48.5%, and impose a graduated "complementary" tax on profits which exceed 15% of net fixed assets.

The first submarine telephone cable between the U.S. and Venezuela was inaugurated on August 3rd by Presidents Johnson and Leoni. The 500-mile system, running from Miami through St. Thomas, Virgin Islands, to Maiquetia, near Caracas, was completed July 7th at a cost of $6.5 million.

The cable and repeater equipment was built by the International Telephone and Telegraph Co. The system will be operated and administered by the American Telephone and Cable Co. and the Venezuelan Telephone Co.

Initially, the cable will operate 33 separate communication channels, but it has an ultimate capacity of 150 channels.

Trade sources estimate that the present surplus of yellow corn will disappear by October.

Feed wheat imports restricted

Restrictions on the importation of feed wheat went into effect during the quarter. To assure a market for the small surplus of domestic yellow corn, the Government is requiring feed wheat users to purchase one unit of domestic corn for every two units of imported feed wheat.

A recognized world expert on long staple cotton recently visited Venezuela to study the prospects of developing a long staple cotton industry.

Favorable conditions for production were found and experimental acreage is expected to increase from the present eight hectares to 1,000 hectares by 1967-68.

Venezuela recently passed legislation creating a workers' bank, Banco de los Trabajadores, to furnish credit in the form of personal and housing loans to workers who at present have no access to credit.

Labor organizations and private individuals are to supply half the capital with Government supplying the other half. The Government announced it will seek to dispose of its shares to the private sector at an early date.

Industrial zone planned

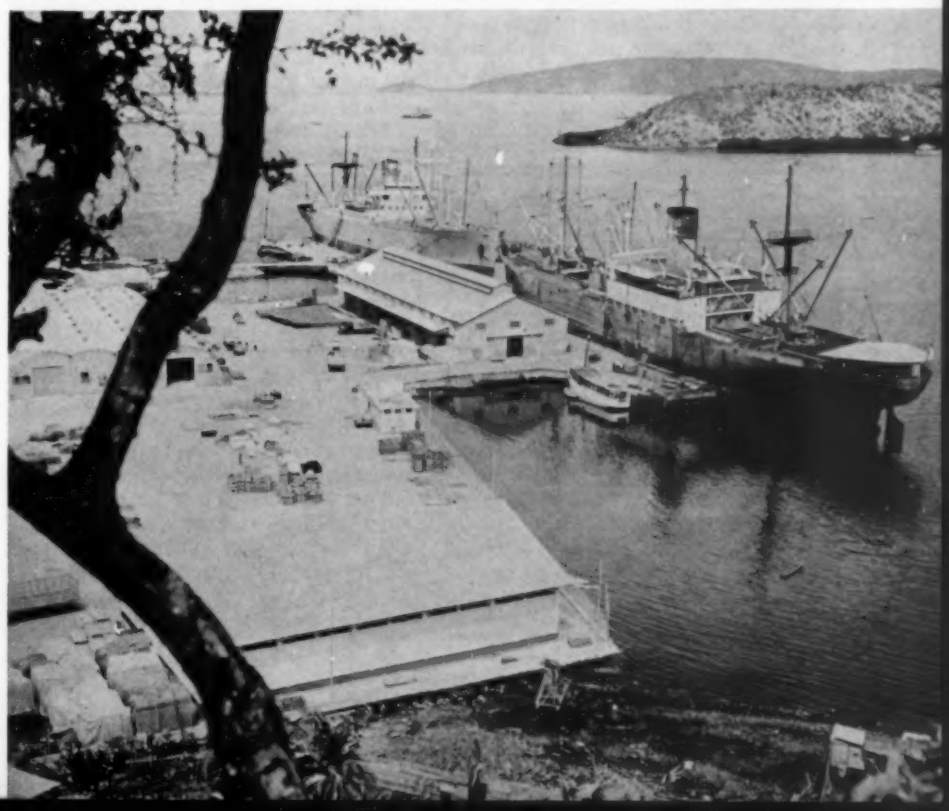
The Venezuelan Development Corp. (CVF) and the Municipal Council of the Bolivar District have inaugurated the Industrial Development Co. of Eastern Venezuela (COMIDOR) to develop an industrial zone in the suburbs of Barcelona.

Some 164 factory buildings will be built to house medium and small industries. Once the zone is completed, local and foreign firms will be offered attractive benefits as inducement to establish operations there.

Uncertainty concerning the price of natural gas has been delaying the construction of the Guayana iron ore reduction plant of the Orinoco Mining Company.

The Government's Guayana Development Corp. (CVG) is currently conducting studies to determine the price of furnishing natural gas and hydroelectric power to the proposed plant.

VENEZUELAN EXPORTS ARE ON THE RISE with completion of trade agreements with Chile, Spain, Italy and entry into LAFTA. The Government asked for revision of Reciprocal Trade Agreement with U.S. which was revised in 1952. Both countries recognize that it doesn't reflect economic realities.



PESO STRENGTHENS

Colombia economy gains

Government's import liberalization program aids manufacturing; retail sales fair

The Colombian economy continued to gain in the second quarter of 1966. Manufacturing was helped by the Government's import liberalization program; retail sales were fair; credit remained tight; the foreign exchange position improved moderately and the free rate of the peso appreciated.

The large volume of imports reported for April and May declined in June as inventories were replenished. The Government decreed new taxes and continued to conduct its fiscal operations without deficit financing; prices continued to climb in April and May but declined in June. A number of important new investments were announced during the quarter.

Imports spark manufacturing

Colombian industrial activity continued to increase during the quarter after the contractions produced by severe import restrictions during most of 1965. Many production lines that had been reduced or shut down began operating again as imports of materials and components began to arrive in the country.

In some cases manufacturers have found themselves bottle-necked when they have been able to import certain items on the free list but could not obtain articles which complemented these and which remained on the prior license list.

Retail sales continued at fair levels. Consumers accelerated spending on soft goods while holding back expenditures on durables. It was predicted that the overall physical volume of sales this year would be 10% higher than in 1965. Whether or not such an increase occurs it is clear that there has been an increase in the supply of goods due to expanded imports and greater manufacturing output.

Tight credit chief problem

Tight credit remained the chief problem of the Colombian businessman. Working capital was especially hard to obtain. Much of it went into prior import deposits which rose considerably in May and June as import registrations soared.

In the forthcoming months progressive declines in prior import deposits are anticipated as import registrations level off and prior import deposits are reduced by 5% each month until totally eliminated by May 1967.

The heavy demand for imports, noted earlier in the year, abated in May and June. Reimbursable import registrations declined from the unusually high levels of $65 million in March to $43.5 million in June.

The Finance Minister forecast that a monthly level of about $43 million would hold for the rest of the year. The Government firmly asserted that trade liberalization would be maintained and by July about 60% of total imports, by value, were on the free list.

Most of the pressure on imports was due to rebuilding of inventories and to speculative factors. One of the main reasons for the decline in import registrations is the scarcity of peso credits.

Balance of trade deficit

Preliminary statistics indicate that Colombia had a balance of trade deficit of $18.2 million in the first quarter of 1966 as imports valued at $158.9 million exceeded exports of $140.7 million.

Imports from the U.S. at $81.9 million were substantially higher than in the preceding three quarters. The U.S. share of the market rose from 47% at the end of 1965 to 51.5%.

Import liberalization and the availability of $65 million in AID financing were important factors contributing to increasing the U.S. share.

On the export side, coffee exports amounted to $99.9 million in the first quarter, as compared with $75.2 million during the corresponding period of 1965. Other exports such as bananas and cattle continued to do well, while manufactured articles accounted for an increasing share of so-called minor exports (those other than coffee and petroleum).

The overall balance of payments maintained a steady improvement in the second quarter and the Central Bank's gross reserve position of about $120 million was approximately $50 million greater than the low position reached in September 1965.

Payments on the unusually high level of imports registered between late February and early May may cause a decline in the Bank's reserve position. Present reserve levels appear sufficiently ample, however, to absorb these payments without creating strains on reserve levels.

Peso appreciates in free market

The peso in the free exchange market hovered around 18 pesos per dollar, until early May when the peso began to appreciate. By mid-July the peso rate in the free market stood at about 16 pesos to the dollar. There appears to have been a slackening of pressure in the exchange market due to a scarcity of pesos with which to purchase exchange and repatriation by many businessmen of foreign exchange that they had been holding abroad and which they now use for local expenditures.

The Government followed monetary policies designed to restrict credit during a period when the banks had lost large amounts of deposits which their owners used for prior import deposits.

After the import demand abated the Government moved to ease credit by lowering the reserve requirements of the banks slightly, while the reduction in prior import deposits contributed to an increase in the means of payments.

The most significant fiscal developments during the second quarter of 1966 were the adoption by the Government, under its state of siege powers, of a supplemental budget for 1966 and of five new taxes. Total appropriations for the year now amount to 6080 million pesos.

During the first half of 1966 the Government was able to avoid deficit financing although this occurred at the expense of a cutback in investment expenditures which were significantly below appropriations.

Government revenues will be bolstered later in 1966 when a number of new taxes are collected.

These were decreed in June and are as follows: a 500 peso stamp tax on foreign travel by Colombian nationals and foreign residents in Colombia, plus a surcharge to the absentee tax on Colombian citizens residing abroad, and a shortening in the period of foreign residence after which

the tax becomes applicable; a tax on the ownership of private automobiles; a tax on cattle raisers; an increase in sales tax rates on luxury goods from 5% to 8% and 10% to 15%; and a public works assessment tax on owners of real property benefiting from the construction of roads, bridges, etc.

Industrial expansion developments

A number of important announcements were made with respect to new industrial expansion.

The Bavaria brewery announced success in raising a $55 million for the Petroquimico Atlantico S.A. 600 tons/day/ammonia plant in Barranquilla. The investors represent Spanish, German, Swiss, and Belgium interests, plus Bankers Trust, Ecopetrol and Coffin of Medellin.

It is projected that the new plant will export $12 million of ammonia a year to Brazil and Caribbean countries, but no date has been set for construction of the plant.

Trailers y Carroceria Colombiana was formed in April to provide field equipment and assembly services for the oil companies.

Industrias Agropecuarias Ltda. has equipment en route from the U.S. for a freezing and packing plant in Barranquilla. The plant will service both beef and fish exports.

Chrysler will produce 5000 vehicles a year of which 3400 will be Fargo trucks, and 1600 Dodge cars.

Carton de Colombia is establishing an additional cardboard box plant in Turbo for export packaging of bananas. Sucroquimica S.A. started construction of a chemical plant to produce 1500 tons/year of acetic acid and 900 tons/year of citric acid.

The Borden Co. is building a formaldehyde plant in Mamonal. Cementos de Caribe, Barranquilla, submitted a $1.500 million loan request to the Export-Import Bank to finance plant expansion which would increase annual production by 60,000 tons. Most of this cement output will be used to meet demand from Brazil and the Caribbean area.

Another cement plant in Tolu, south of Cartagena, is to begin production (800 tons daily) by the end of the year.

Oil companies plan investments

The local manager of Texaco during a May visit reaffirmed his company's plans to invest jointly with Gulf Oil $50 million for construction of a pipeline from the Putomayo region (southwest Colombia) to Tumaco on the Pacific coast.

Texaco also plans construction of a $40 million refinery (100% Texaco owned). The latter would have a daily capacity of 25,000 barrels and should be ready for operation in early 1969.

The Government-owned Ecopetrol was studying bids from U.S. and foreign firms for the installation of a paraffin plant addition to Ecopetrol's refinery at Barrancabermeja. Sinclair International is lending Ecopetrol five million dollars to help finance the paraffin plant under a contract that provides for repayment in products.

On May 26, the Colombian Government issued decree No. 1317 ordering all business firms with 100 or more permanent employees to create within two years a Business Council (Consejo de Empreso). Such councils are to be responsible for effective collaboration between management and labor in increasing production and productivity.

The Councils will be formed by employees of the business enterprise, including technical and administrative personnel as well as workers.

The president of a Council will be the owner or manager of a firm or someone designated by him.

In other developments, Colombia inaugurated domestic and international jet service into Cali in May upon the completion of a six million peso Cali airport improvement project financed by Avianca and Panagra.

The Government of Colombia issued an executive decree No. 994 on April 29, authorizing cargo quotas on imports and exports to be reserved to Colombian flag vessels. The regulatory decree called for by Decree 994 had not been issued at the end of July.

In May the National Railway Co., now handicapped by faulty and antiquated equipment, announced its intention to acquire 18 new diesel locomotives and an undetermined number of passenger coaches. The bidding specifications for the purchase had not yet been issued as of July 15.

During the quarter the Agency for International Development signed specific risk guaranty policies with five U.S. companies investing $735,000 in Colombia, for a total of $2.7 million coverage.

COLOMBIAN INDUSTRIES ARE EXPANDING as a result of the Government's import liberalization program. Nine projects have been scheduled including investments by Texaco, Gulf Oil and Chrysler.

FIVE YEAR PROGRAM

Libyan plans mature

Petroleum finances economic development; lack of skilled labor slows projects

With three years completed of Libya's five year development plan, it is obvious that the country is making serious efforts to carry out the planned projects.

Equally obvious are the problems being encountered as a result of the shortage of skilled labor at all levels. If adequate use is to be made of facilities now being constructed, increased emphasis must be placed on the training of Libyans training a skilled labor force.

Petroleum provides revenue

The five year development plan covers the period April 1, 1963 through March 31, 1968 and was originally forecast to cost some $473 million. The exclusive source of finance is petroleum revenue, 70% of which must by law be devoted to economic development.

By the end of the third year, some $395 million had been voted for the plan but only 60% of this had actually been spent on projects.

The principal objectives of the plan are: to rapidly improve the standard of living to improve the efficiency of agriculture as the most essential source of goods and employment; to restrict migration to the cities and to equalize national income between rural and urban areas; to avoid the importation of goods which can be produced in Libya on the one hand, and to ensure the provision of sufficient supplies of consumer goods on the other; and to curb inflation. Thus far the accomplishment of these objectives has been uneven.

Land settlement

In agriculture land settlement is the main goal. Jebal Akhdar in Cyrenaica and the agricultural belt in Tripolitania are the areas of concentration.

The objective is to renovate 4600 farms originally worked by Italians and to establish 655 new ones. In Cyrenaica by the end of the third year of the plan, an estimated 200 farm houses had been repaired, 300 cisterns repaired, 25 wells drilled, and 25 tractors and ten harvesters purchased by the Government for the use of settlers.

In Tripolitania, 259 farms have received assistance in seed, animals, tractor plowing, stable construction, and fencing. In the agricultural marketing area, four silos, with 10,000 ton capacities, are to be built for Benghazi Port, Tripoli Port, Zliten Port and Barce; tenders are likely to be let towards the end of 1966.

A cold storage plant and a vegetable oil plant have been constructed in Tripoli. Price supports have been instituted for basic Libyan crops and the import of feeds, seeds and olive oil subsidized by the state.

There are 25 projects in water development, conservation, and irrigation. Investigation has begun on most of these, but construction on only a minority. No construction has yet begun on the two largest.

Agricultural projects are mostly small and spread across vast areas, indicating that plans for agriculture are lagging behind the original goals. Agriculture's greatest need is for additional trained personnel to oversee the numerous planned projects.

Contracts for cement plants

Contracts for the design of two cement factories have been let and construction has begun on one of them. A U.S. firm has completed preliminary feasibility studies for glass manufacture, the packaging of pharmaceuticals, the manufacture of paper boxes and other paper products and the assembly of small motors and machines.

Another U.S. company is in the process of surveying the natural gas resources of Libya and the possible uses of this gas. Two animal feed mills are on order for delivery in early 1967.

Credits for Libyan industries amounted to approximately $500,000 in 1964-65 and were extended to enterprises in tiles, glass, metal rods, carpentry, handicrafts, soap, batteries and fisheries.

Libyan industry has benefited from good consultants and advisors. The big potential development is in petro-chemicals.

The development plan calls for active promotion of tourist potential. Some ten hotels have been rehabilitated or constructed, tourist villages are proposed for Sabratha and Sousa, and a dozen new hotels and motels are proposed along the coastal road, including international hotels in Tripoli and Benghazi.

With respect to roads, the plan calls for the repair of 178 kilometers of main road, 90% of which is now completed, and the construction of 2,623 kilometers of main road, chiefly the widening to international standards of the coastal road from the Tunisian to the United Arab Republic border.

Road construction high

The engineering work has been completed for the coastal road, and contracts for five of the six sections have been let to Libyan and international firms with the contract for the last section and the main bridge to be awarded shortly.

In the telecommunications area, the high frequency link with Tunisia, the Tripoli telephone network, and the installation of automatic telephones in Tripoli and Benghazi have been completed. Automatic telephone exchanges in other towns continue to be installed.

The tropospheric scatter link between Libya and the United Arab Republic has been started, but is not yet complete. As a modification of the telecommunications plan, Libyan authorities are currently considering the installation of coaxial cable from the Tunisian to the UAR border to replace the present micro-wave-tropospheric system, and a marine cable to Italy to link Libya with the European net. Tenders may be ready by the end of 1966 and construction is expected to require three years.

Seaport development

The plan also calls for the development of the country's ports. Tripoli Port has already had its master plan drawn. Dredging and construction of additional quays and storage areas may be put to tender in the latter part of 1966.

The Benghazi Port project is practically complete with five deep-water berths, two smaller berths, and extended storage facilities. Construction on the Tobruk and

Derna ports is reported to be more than half completed.

Lesser ports at Misurata, Homs, and Zuara are being improved under the plan and are more than one-half completed. The reconstruction of Sousa's port is planned but execution has not begun in earnest.

The international airports at Tripoli and Benghazi have already acquired lengthened runways and improved lighting and navigation systems. Awards for the architectural design of the airport terminals for the two airports are expected to be made about September, 1966.

The largest expenditure under the development program is for public works, rivaled only by communications. The sector is responsible for water supply, electricity supply, sewerage systems, and other utilities as well as construction on behalf of other ministries.

The plan calls for 16 potable water distribution projects in the eastern part of the country and 15 water supply projects in the western and southern districts. At the end of the third year of the development plan, approximately 40% of the water development projects had been completed.

Electrical power system

The electrical power distribution system under the plan includes 35 power station buildings and electricity networks in the smaller cities and larger towns, 24 diesel generators, and one steam generator. While this part of the public works plan is less than 40% complete, the installations are on a schedule which calls for completion by the end of the plan in March 1968.

Sewage system projects, including sewage conversion in certain cases, are planned for Tripoli, Sebha, Giorgimpopoli (a suburb of Tripoli), Baida, Tobruk, Derna and Benghazi. While work has begun in most of these places, tenders have not yet been let for the more sophisticated sewerage conversion equipment.

Educational facilities grow

Educational buildings and facilities are conceived as a part of the means of giving maximum educational opportunities to every Libyan child. The plan calls for the addition of 3000 classrooms in primary schools.

In the second year of the plan alone, 283 new elementary and primary schools were built comprising 1409 classrooms. The program in total is on or ahead of schedule.

Expansions are planned for the Islamic University, the Benghazi campus of the University of Libya, and the College of Advanced Technology.

The plan includes 61 health centers plus 183 dispensaries throughout Libya, the construction of numerous new hospitals and expansion of already existing hospitals, which will increase the number of beds from 4100 to 8800. This program was hardly more than 15% complete at the end of the third year.

Through the first three years of the plan, some 4000 houses were completed or nearly completed. In 1965 the Idris Housing Scheme was proposed, under which 100,000 housing units would be built over a five year period for $1.1 billion.

Housing pushed

In the fiscal year beginning April 1 money was appropriated for the initial 10,000 units under the Scheme. Though the five year development plan and the Idris Housing Scheme are not coterminus, it seems that the scheme has at least in part been merged with the development plan with the expectation of becoming fully integrated with the second five-year plan.

There is still a tremendous amount of work to be done under Libya's development plan. Large amounts of imports will be required in the fields of construction and communications.

Other opportunities for U.S. trade will continue to exist for furniture and fixtures for homes, offices, schools, and hospitals and for agricultural equipment and machinery.

The shortage of skills within the Libyan population will continue to offer the possibility of sale of many consulting services.

RISING STANDARD OF LIVING as a result of Libya's development planning is evident in rising number of modern shops. The Nation's tourist potential is being promoted and some ten hotels have been rehabilitated or constructed and a dozen hotels and motels are planned along the coast.

Marketing guide is quick reference to new ideas, trends

Commerce series keeps traders abreast of current publications

The *Marketing Information Guide* is a practical reference publication keeping traders abreast of the data explosion in their field.

Published by the Business and Defense Services Administration's Office of Marketing and Services, this annotated bibliography of current government and privately published materials is designed to serve both the domestic and foreign marketing informational needs of U.S. businessmen.

More than 150 annotations are included in each monthly issue. About one-third of the entries report new ideas, research and statistical studies contained in articles selected from some 300 periodicals which are scanned monthly.

The remaining entries cover recently published books, monographs, pamphlets, studies and surveys of interest to persons concerned with marketing, either consumer or industrial.

A monthly subject index, cumulated quarterly on a year-to-date basis, provides a ready reference library to the current literature of marketing.

The *Guide's* long-term aim to become the definitive bibliography of current materials in the field of marketing is gradually being realized. In his recently published **Consumer Behavior and the Behavioral Sciences** (John Wiley & Sons), Steuart H. Britt calls the *Guide* "the most comprehensive guide to current marketing literature."

The history of the *Marketing Information Guide* goes back to March, 1954. It when Volume I, Number 1, appeared. It was established as an answer to the needs of various business groups and specifically on the advice of the Department's National Distribution Council.

In January, 1961, its title was changed from *Distribution Data Guide* to the present one, and along with the new look went an expanded coverage. To enhance the *Guide's* usefulness in May, 1963, a classified subject arrangement replaced the former method of listing material by source of publication.

The following year this arrangement was supplemented by a monthly subject index, which was cumulated on an annual basis and issued as an annual supplement.

Since September, 1965, the *Guide's* coverage has been expanded even more, and at the beginning of the current year the monthly subject index was put on a quarterly cumulative year-to-date basis. The regularity of its publication date, at the beginning of each month, and its concentration on current marketing materials has increased its worth.

The explosion of information and the ever-increasing necessity to harness it for use presents a real challenge for the *Marketing Information Guide*. New techniques and methods now being considered will, no doubt, enable it to become an even more effective vehicle for the dissemination of marketing information in the future.

The back cover of this magazine has a subscription blank to the *Guide*, which costs 15¢ per copy or $2 per year.

Sierra Leone ups many import duties

The Government of Sierra Leone recently announced a customs tariff amendment changing import duty rates. The changes provide for increases in duty on a wide variety of goods.

Some of the items on which the duty has been increased significantly are wool and cotton piece goods, automobiles, alcoholic beverages, cigars and cigarettes. The duty on wool piece goods has been increased from 27½% ad valorem to 40% ad valorem and the increases on various categories of cotton piece goods range from 10 to 25%.

The duty on automobiles was increased from a flat 25% ad valorem on all automobiles to 31½% on automobiles with an engine displacement of less than 2000 c.c., to 50% with engine displacement of more than 2000 c.c. but less than 2500 c.c., and, to 60% with engine displacement of 2500 c.c. or more.

Increases in the duties were less significant on the principal items imported from the United States. For example, the duty on mining and other industrial machinery was increased from 2½% ad valorem to 2¾% ad valorem.

For information on duty rates for specific commodities **write:** Africa Division, BIC, Department of Commerce, Washington, D.C. 20230.

Lebanon revises import duty rates

The Government of Lebanon announced changes in the customs duty on a number of imported items. The items affected by the new duty rates (with previous rates in parentheses) are listed below:

Technical articles for textile and spinning equipment of unhardened vulcanized rubber, 1% ad valorem (18%); Mosaic cubes including those fixed on paper, L£1.50 per square meter but not less than 8% ad valorem (8%); Outer soles and natural leather heels on shoes and boots, L£2.50 per kilogram but not less than 36% ad valorem (36%); Beef or mutton, in hermetically sealed cans, with the exception of those prepared with food pastes, 10% ad valorem (free); Other prepared and preserved meats wtih the exception of beef or mutton in hermetically sealed cans, 10% ad valorem (18%). L£3.00 equals US$1.00.

Aid agreement to benefit U.S., Pakistani private firms

Some 5% of the proceeds received by the U.S. in payment for a $6.6 million purchase of wheat and flour by Pakistan will be used for loans to U.S. and Pakistan private business firms.

These private enterprise loans will be made by the Agency for International Development. Some 75% of the proceeds will be used to finance economic development projects in Pakistan and the remaining 20% will be used by the U.S. Government.

The sale of wheat was arranged through a Food for Peace agreement between Pakistan and the U.S. Payment for the approximately 3.7 million bushels of wheat will be made in Pakistani rupees.

Evening foreign trade courses offered to Chicago exporters

Roosevelt University in Chicago will offer evening courses in foreign trade finance, import trade practice and management of foreign business, and export trade practice and surveys of selected foreign markets during the fall semester.

Classes begin the week of September 26.

Write: Division of Continuing Education, Roosevelt Univ., 430 South Michigan Ave., Chicago 60605

U.S. farm products continue to dominate trade with Bloc

East European nations' imports from U.S. running ahead of 1965

Export license applications totaling $41.6 million were approved for Eastern European destinations in the second quarter of 1966. The Department of Commerce's quarterly report on Export Control said that applications totaling $1.8 million were denied.

The report showed exports of $55 million to Eastern Europe and imports of $40.4 million from the area in the first quarter of the year.

Agricultural commodities continued to dominate trade between the United States and Soviet Bloc countries.

Second-quarter license approvals were below the first quarter level of $46 million, but substantially ahead of second-quarter 1965 approvals of $28.1 million.

Leading countries

Principal destinations involved in license approvals were the USSR $12.4 million; East Germany, $10.8 million; Czechoslovakia, $10.2 million; Rumania, $4.1 million and Hungary, $2.2 million.

Agricultural commodities valued at $12.7 million, largely for East Germany and Czechoslovakia, and hides and skins valued at $11.7 million, destined principally to the USSR and Rumania, were the major commodities approved.

The first quarter shipments of $55 million compared with $50.6 million in the last quarter of 1965, and $25.3 million in the first quarter of last year. Poland, at $15.4 million; Czechoslovakia, $14.6 million, and the USSR, $9.7 million, were the principal customers.

Corn, cattle hides and skins, grain sorghums, soybeans, soybean products and raw cotton were the principal commodities involved.

The exports represented 0.8% of total U.S. exports for the period.

Imports at $40.4 million for the first quarter of 1966 compared with $42.5 million in the last quarter of 1965, and $30.6 million in the comparable quarter of 1965. The imports represented 0.7% of the U.S. total for the period.

The Report on Export Control is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, or any Department of Commerce Field Office.

Israeli paper maker to expand facilities

Firm to spend $1.3 million in U.S.

The American Israeli Paper Mills Ltd. will spend $1.3 million in the U.S. for a paper making machine and related facilities. The equipment will be used to produce high quality glazed paper, fruit wrap and stock for conversion into household paper products.

AIPM is a private company located at Hadera, midway between Tel Aviv and Haifa. It started production in 1953 and is now the largest paper maker in Israel.

Total cost of the expansion project is estimated at some $4.3 million. Further expansion tentatively planned for 1969 will require the purchase of another paper machine to make newsprint, multi-wall bag papers, and corrugating medium.

The $1.3 million loan is to be guaranteed by the Bank Leumi le-Israel and is to be repaid in sixteen semiannual installments beginning in 1968.

Kenya to build six university buildings at Nairobi College

U.S. firms will be invited to bid for the construction of three dormitories and three engineering buildings at the University College of Nairobi, Nairobi, Kenya.

Building plans are being prepared by local architectural firms and all construction materials will be of either local or U.S. sources.

Foreign exchange costs in the U.S. and a maximum of 50% of the local costs for materials and services will be financed by a $850,000 loan authorized by the Agency for International Development and guaranteed by the Government of Kenya.

The loan is payable within 40 years, including a ten year grace period.

Commerce extends sanctions against Japanese firm

Acts to prevent illegal diversion of U.S. electronics equipment

The Department of Commerce has extended an order suspending the U.S. export privileges of Tokyo Seidensha Co., Ltd., of Tokyo, for failure to account satisfactorily for the disposition of U.S.-origin electronics equipment.

The action effective Aug. 15 for a 60-day period, is a continuation of sanctions imposed June 17 by the Department's Bureau of International Commerce, to prevent illegal diversion of other electronic equipment which the Tokyo firm has on order from this country.

A BIC investigation earlier in the year disclosed that the Tokyo firm had imported substantial quantities of electronic equipment from the U.S. under a validated license, ostensibly for ultimate use in Japan.

Breaks U.S. export regulations

Circumstances indicated that the equipment had not been disposed of in accordance with U.S. export regulations. The firm failed to give any information on its transactions and since it had additional U.S. goods on order, BIC suspended its export privileges.

Further questioning of the company brought no response, and the BIC continued the suspension while the matter is under investigation.

The sanctions prevent the company from participating either directly, or indirectly in any export operations involving U.S. commodities or technical data, and apply also to all agents or employees of Tokyo Seidensha. U.S. export regulations provide that without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities exported from this country.

Customs nets $2.473 billion

A record-breaking $2.473 billion was collected by the U.S. Customs Service during the fiscal year ending June 30.

Pakistan's expanded "free list" top feature of Government's import liberalization policy

Export-oriented industries particularly emphasized in measures intended To spur fullest possible utilization of the Nation's industrial capacity

After being sidetracked earlier this year by an interruption in aid commitments from members of the Aid Pakistan Consortium, (see INTERNATIONAL COMMERCE of April 25, p. 23), import liberalization in Pakistan is back on course with increased impetus in the new import licensing policy for the fiscal year July 1, 1966-June 30, 1967, issued by the Government of Pakistan on July 15.

The new policy features a greatly expanded Free List and considerably more liberal provisions for industrial licensing. These measures are intended to bring about the fullest possible utilization of industrial capacity, with particular emphasis on export-oriented industries.

Free list expanded to 66 items

The new Free List in the current policy contains 66 items, compared with 56 in the previous annual policy (issued in July, 1965) and only 31 in the revised policy issued in January (INTERNATIONAL COMMERCE of April 25).

Importers may open letters of credit for Free List items without obtaining an import license, subject to certain maximum limits per letter of credit. Repeat letters of credit may be opened for Free List items upon presentation of proof of utilization of at least 75% of the value of the previous letter of credit.

Although the Free List is nominally open to both commercial importers and industrial consumers, certain items on the list are earmarked for import by industrial consumers only.

New items appearing in the Free List for the the first time include: electroplating polishes; asbestos fiber; joining cement; X-ray and ECG equipment and parts; drilling rigs; nylon bristles; graphite electrodes; outboard engines; and road rollers.

In addition, a number of items of interest to U.S. producers are returned to the Free List after being dropped in the revised policy of January. These include: fertilizers; insecticides and pesticides; surgical and scientific instruments; synthetic rubber; duplicating stencils; gas in cylinders; gelatine capsules, and spares for diesel locomotives.

Procurement from limited sources

Procurement of certain Free List items is allowed only from prescribed sources against loan funds or barter agreements. Spares for diesel locomotives, synthetic rubber and camelback, nylon twine, fertilizers and pesticides, and non-ferrous metals (except copper rods and aluminum ingots) are limited to U.S. sources against Agency for International Development funds.

Several other items are importable under U.S. aid but also from other aid/barter sources, as follows: iron and steel; copper rods and aluminum ingots; dyes and chemicals, including soda ash; raw materials for life-saving drugs; and spares for marine diesel engines.

A minimum value of $5000 applies for letters of credit for shipments financed by U.S. AID, with a minimum of $1000 for partial shipments against such letters of credit.

Pig iron, tools and workshop equipment, asbestos fiber, marine diesel engines, and parafin wax may be procured only from Eastern European countries and/or Mainland China. Scientific and surgical instruments, apparatus, and appliances will be procured under aid/barter from the USSR or China but may also be purchased from global sources against Pakistan's own foreign exchange resources.

Tin ingots, bauxite, raw rubber, copra, and palm oil are limited to procurement from Indonesia, while mercury, grinding media, and porcelain insulators above 11 K.V. will be importable only from Turkey.

Free List items not mentioned above are procurable from worldwide sources against Pakistan's own exchange resources.

Open general license abolished

The Open General License (OGL) is abolished in the current policy, leaving a single licensing list. Of the ten items on OGL in the revised policy of January the following were transferred to the Free List: outboard engines; gelatine capsules; plants (living); and vegetable and flower seeds.

The remaining OGL items were transferred to the licensing list (i.e., permissible imports not on Free List or Bonus), which now numbers 96 items. Licenses for items on this list are issued to commercial importers and Schedule B industries (see below) only once during the licensing year on the basis of quota entitlements for individual importers. Schedule A industries are entitled to receive repeat licenses for items on the licensing list.

The list of commodities importable against bonus vouchers issued under the Export Bonus Scheme now numbers some 215 items. Generally the bonus list consists of items not appearing on the Free List or the regular licensing list.

Import licenses generally are valid for one year except in the case of Schedule A industries, for which the validity period is 6 months.

Industrial licensing liberalized

The pattern of industrial licensing is considerably altered to assure industries their full requirements of raw materials and spares. All registered industrial consumers (except the jute industry) are entitled to import items appearing on the Free List.

As to licensable items, the number of industries eligible for normal licensing (i.e., eligible to receive licenses for items on the licensing list) is increased from 148 to 258.

Of these, a total of 148 "Schedule A" industries will receive initial licenses at 100% of their quota entitlements for licensable items, with the facility for repeat licenses upon production of a bill of entry for 75% of the value of the previous license.

A total of 110 "Schedule B" industries will receive licenses on a specific basis to be announced by the Regional Controllers for Karachi, West Pakistan (excluding Karachi), and East Pakistan.

In addition to imports under Free List and normal licensing, both Schedule A and B industries may also import approved items of their requirements against bonus vouchers issued under the Export Bonus Scheme.

As an incentive to exports, additional to the Export Bonus Scheme, all industries except cotton textiles, jute manufactures, and bidi (native cigarettes) can

obtain additional licenses for up to 50% of the f.o.b. value of their exports.

These licenses may be used to import raw materials and spares, and will also be valid for the import of machinery and equipment for balancing and modernization. In a further change, imports of balancing and modernization machinery also will be allowed freely to all industries against bonus vouchers.

Effect of changes

The effect of these various changes in industrial licensing is to allow industrial consumers the means to import their permissible requirements without quantitative ceilings.

Considerable emphasis in being given to the requirement that imports be procured from the cheapest possible sources, particularly in the case of Free List imports. Letters of credit will be subject both to pre-price checks and post checks of actual imports.

Imports either from the Free List or against licenses are permissible only against irrevocable letters of credit except in the case of books, journals, magazines, and other periodicals, which may be imported on either a letter of credit or sight draft/usance bill basis.

For details concerning the licensing policy for specific items **write:** the Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

The measures described above amend and update the Nontariff Import Control section of OBR 65-31, "Foreign Trade Regulations of Pakistan."

France liberalizes import licensing for food products

The following items no longer require an import license when imported into France from the U.S. and certain other countries: olives and capers; dates; figs; certain dried fruits and fruit mixtures; flour or flakes of dried potatoes; certain preparations of meat and meat offals; spaghetti and similar products; preserved wild mushrooms; sauerkraut; preserved capers and olives; preserved peas, green beans, carrots and mixed vegetables; certain other preserved vegetables; grape juices; orange juices; apple juices; mixed juices of citrus fruit and pineapple; certain other juices; extracts or essences of coffee and preparations with a basis of coffee extracts or essences.

Saudi oil revenues expected to exceed $700 million in 1966

Imports benefit from prosperity; subsidies removed on some goods

With oil revenues expected to exceed $700 million in 1966, Saudi Arabia looks forward to continued prosperity. Saudi imports from the U.S. during January-June 1966 amounted to almost $67 million, compared to $57 million during the comparable period of 1965. Of the approximately $10 million increase, machinery and transport equipment rose by $8 million to a total of $44 million.

The most significant economic event has been the removal or lessening of subsidies on certain imported foodstuffs and pharmaceutical products. This was followed by a general increase in prices which extended to many goods not directly affected by the subsidy program.

Firms patronize local business

With the continuation of the Arabian American Oil Company's (ARAMCO) policy of procuring to the maximum extent from local firms, merchants from the Eastern Province have reported that business has never been better.

Bankers recorded another quarter of increased import credits; figures from the Eastern Province showed as much as a 20% increase in the value of letters of credit issued, compared with January-March statistics.

Activity in the construction industry continued its steady and vigorous growth as construction materials apparently remained free of the trend toward rising costs. There was little evidence that wages had responded to the increased cost of living, but there were predictions that mobilization for many projects now planned in a society already short of skilled labor, would inevitably cause wage levels to climb.

U.S. leading supplier

The impact of Saudi Arabia's economy and growth on U.S. trade is very encouraging. As the leading supplier of goods and services to Saudi Arabia for the past few years, the U.S. should continue, and with good salesmanship increase, the proportion of Saudi trade which we now have.

As an example of the projects which are pending or will soon be announced for tendering are the following: a 600-700 ton-per-day sulphur extraction plant; a petrochemical complex based on a three stage, seven-year period at an estimated cost of $222 million; an electrification program which will cost $2 million in generators alone; highway construction programs estimated at $8 million; and a $1 million lube oil blending plant.

Desalting, irrigation projected

Numerous multimillion grain storage, desalting, land and irrigation, port expansion and communication projects have been, or will be, announced specifically.

The sampling of projects mentioned is presented as an indication of project activity for North Americans considering doing business in the Kingdom. Details of specific project opportunities, in all cases where they become available to the Department of Commerce, are announced in INTERNATIONAL COMMERCE.

India eases export regulation of bleeding madras fabrics

The Government of India has announced the relaxation of certain regulations governing exports of bleeding madras fabrics, effective July 25. Included are the abolition of the quota system for established exporters, and the removal of the floor price and ceiling price for exports.

Exports of bleeding madras fabrics will be licensed freely, subject to production of legally-valid contracts with overseas buyers. These contracts must be registered with the Office of the Joint Chief Controller of Imports and Exports, Ministry of Commerce, Government of India, Madras-1.

In addition, all such exports are subject to pre-shipment inspection by the Textiles Committee.

Chile reduces boiler duties

The Chilean Government has reduced its surcharges and prior deposits on steam boilers with a heating surface of more than 150 square meters and a working pressure of more than 180 lbs. from 90 to 50% of the CIF value.

U.S. licensees sought to produce goods of foreign manufacturers

Items include advanced type of internal combustion engine and a machine to restore, preserve and protect documents

French, British, and West German manufacturers are seeking U.S. firms to produce their products under license. The products involved are: An advanced type of internal combustion rotary engine; machine for the restoration, preservation, and protection of documents; special modern diaries; fluidized bed equipment for industrial processing of granular materials; and a newly developed device to protect slits in ladies' skirts.

Additional information on these products and the names and addresses of the manufacturers may be obtained from the Office of International Investment, Code 874, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, by referring to the appropriate File number assigned each opportunity described below.

World-wide patents

• A French inventor has received world-wide patents including one from the United States for an advanced type internal combustion rotary engine. According to the inventor this engine has many advantages not in similar existing engines. The engine is of the four-cycle type having a power stroke for each half revolution of the rotor and thus is balanced the same as a four cylinder, four cycle engine. This engine utilizes the pallet pump instead of the gear pump principal and is composed of only six main parts which reduces considerably manufacturing costs. Because of a unique method of connecting the cylinders, sizes range from a few cubic centimeters up to 10,000.

Other advantages claimed are simple construction and very low cost of manufacture; very high power-to-weight ratio; output may be kept almost constant even with a partial load; cheaper fuels may be employed. **File 1423.**

• A French firm is interested in selling its U.S. patent rights on a machine for the restoration, preservation, and protection of documents. The machine is reported to be different from other plastification processes in that protecting sheets are applied in the cold state by immersion in an acetone bath, completely inoffensive to the documents. The French firm has sold its machines to the Secret Vatican Archives, the Vatican Library, the French National Archives, several French Government agencies, and others. The British Museum and the National Archives in Italy have recently expressed an interest in this machine. **File 1424.**

• A manufacturer of special modern diaries seeks an agreement with a U.S. firm to manufacture its products. The diaries are protected by patents, registered trade marks and copyrights in most countries. The French firm would consider either a licensing arrangement or would invest capital in a U.S. company already dealing in the stationery business. **File 1425.**

Processing equipment

• A British manufacturer of fluidized bed equipment for industrial processing of granular material seeks U.S. manufacturers to produce its equipment under a licensing agreement. The equipment is capable of drying, calcining, roasting, cooling, and other processing of granular material. According to the information supplied by the firm, 10 years of development work have resulted in designs of well proven reliability and operation. The equipment is covered by three current U.S. patents and is reported to have many novel features. Comprehensive information on the firm's equipment is available. **File 1426.**

• A German firm seeks a U.S. licensee for its newly developed device to protect the "Dior-slit" in ladies' skirts against wear and tear. The firm states the device has the advantages of being invisible and inexpensive. Physical tests made by a German testing institute reportedly revealed that a skirt slit equipped with this device can endure more than twice the strain as other skirt slits. **File 1427.**

Thailand welcomes investor participation

Due to the rapid growth of Thailand's industry and the Government's desire to further increase its industrial base, the Thai Government has for some time understood the necessity of setting aside an area for the development of an industrial estate. Such an estate would offer factory plots at controlled prices and with adequate supplies of electricity and water, plus easy entry and exit of raw materials and finished products.

The Ministry of Industry has prepared plans for the development over a six-year period of the Rangsit Industrial Estate, located near Bangkok, at a total cost of $3.1 million. For the first phase, which is to cover the period from 1967 to 1970, the Government will provide $1.4 million for the preparation of the first plot of land covering about 328 acres which is expected to accommodate some 70 modern factory operations. The Ministry plans to sell the land in the area for about $6,600 per acre.

It is reported the Japanese Government has approached the Ministry of Industry with an offer to grant substantial loans having long repayment terms for building and equipping plants in the Rangsit industrial area. A provision is that the loans must be tied to the purchase of Japanese equipment. The Ministry of Industry is understood to be carefully considering the Japanese offer. However, several Thai Government officials have stated that investors from other countries are also welcome to participate in this project and that their offers will be considered in light of their terms.

U.S. investors are invited to **write:** Mr. Vira Susangkarakau, Chief, Factory Division, Industrial Works Dept., Ministry of Industry, Bangkok, Thailand.

U.S. investor services

It is suggested that seriously interested investors wishing to take advantage of U.S. Government supporting programs in connection with this project also make their interests known to the U.S. Department of Commerce, Investor Services Division, Office of International Investment, Bureau of International Commerce, Washington, D.C. 20230, stating the nature of their interest and type of assistance desired.

'Industry profiles' assist U.S. firms in investment decisions

AID completes current series by publishing 100 additional guides

The Agency for International Development (AID) has recently published 100 additional "Industry Profiles" which completes the current series of 250 profiles designed to assist U.S. firms contemplating investment in less-developed countries. The latest profiles, along with those prepared earlier this year, are listed in special supplements to the Index to the Catalog of Investment Information and Opportunities and will be included in future printings of the free booklet.

The latest listing of profiles ranges from the establishment of plants for manufacturing adhesive tape and concrete blocks to facilities for making galvanized steel pipe and automobile tires. Each "Industry Profile" contains basic information on a small or medium sized plant in a specific industry. As an example, the profile titled "Adhesive Tape" includes a product description, a general evaluation of the market and such marketing aspects as users of surgical adhesive tape, sales channels and methods and geographic extent of the market. The profile gives an estimate of annual production requirements and costs, provides a plant lay-out and furnishes supplementary reference information on technical journals, articles, books, patents and the like.

Potential investors can, by examining the profiles for the industries in which they are interested, take the initial steps in the process of deciding whether to embark on particular projects. In some cases the next steps may be simple, in others they may be complicated, requiring full-scale feasibility studies by experts. But whatever the situation, the profiles should not be regarded as a substitute for the specific studies, whether simple or elaborate, that should precede the actual establishment of new plants.

Making assessments

The profiles indicate the major factors to be considered in making such studies and provide a systematic guide for making cost estimates applicable to local conditions. Conditions in different areas vary and may affect the optimum plant size, the type of plant and equipment, the kinds of material used, utilization of power, organization of transport, etc. Local costs may also vary for raw materials, labor, plant and equipment. Thus, specific studies may provide somewhat different estimates from those shown in the relevent Industry Profiles.

Each "Industry Profile" costs $1, and the entire set of 250 profiles published in the present series is available for $200.

To obtain lists of all Industry Profiles published in the current series and instructions on how to order copies of these profiles, interested U.S. firms should request a copy of the Index to the Catalog of Investment Information and Opportunities from the Office of Development, Finance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the U.S. Department of Commerce, Bureau of International Commerce (BIC-916), Rm. 6323, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing U.S. Department of Commerce, BIC-878, Rm. 1520, Washington, D.C. 20230.

Br. Honduras firm proposes land development venture

A British Honduras land development company, which owns large tracts of acreage on Ambergris Caye, a 27-mile long peninsular lying off the coast of British Honduras, seeks a joint venture with a U.S. firm for the tourist and industrial development of the area.

According to the British Honduras firm, the caye provides opportunities for all phases of tourist development including the establishment of resort hotels, tourist lodges, marinas and a golf course. The construction of a jet airfield is also contemplated. Salt water fishing, skin diving, swimming and sailing are major tourist attractions and the cayes off British Honduras are protected by the second longest reef in the world.

The major proposed industrial project is the dredging of a deep port on Ambergris Caye to serve the northern half of British Honduras, the southern part of the Quintana Roo of Mexico and the northeast quarter of the Peten of Guatemala. The port dredging project would furnish the basis for the establishment of a cement plant, which would use limestone obtained from the port digging operation. The development company believes additional projects could include the construction of saw mills and a plywood plant to utilize mahogany from British Honduras.

Established in 1957, the land development company has spent approximately 9 years acquiring land in British Honduras. The firm has a paid in capital of $500,000 and its president and several major stockholders are U.S. citizens.

According to reports, the Government of British Honduras is prepared to grant a tax free holiday and exemptions from customs duties on approved projects.

U.S. firms interested in obtaining additional information about this proposal should **write:** Mr. V. T. Hamman, U.S. representative of the Reef Colony Development Co., 400 South 57th Terrace, Hollywood, Florida. WTD.

HARDWARE

An Australian firm currently engaged in manufacturing die castings of zinc seeks a license to produce such small-sized items as household hardware, door fittings and kitchen equipment.

Write: A.T.M. Industries Pty. Ltd., 21 Argo St., South Yarra, Victoria, Australia. WTD.

ADELA investments in Latin America total $25.9 million

The executive Committee of ADELA Investment Company S. A., as of July 31, approved a total of 44 investments in the aggregate sum of $25.9 million channeled to 14 Latin American countries.

This investment group was created in September 1964 to finance economic development projects in the Latin American area. Operational investments authorized for a total of $5.8 million during July include these six countries: Brazil, Textile Complex, Brazil, $3 million; Bolivia, Banco Industrial S. A., $125,000; Ecuador, Arias Nacionales del Ecuador S. A., $650,000; Honduras, Textiles Rio Lindo S. A., $1 million; Mexico, Moto Equipos S. A., $200,000; Venezuela, Plasticos Industriales C. A., $450,000, and Vidrios Domesticos S. A., $350,000.

Sectorial distributions of the 44 investments approved through July are:

Agricultural and food processing, 7 investments, $3,188,000; wood and paper pulp, 4 investments, $3,925,000; iron and steel, 7 investments, $5,031,190; capital goods manufacturing and machinery, 3 investments, $1,850,000; chemicals and allied products, 6 investments, $3,600,000; general manufacturing, 10 investments, $6,879,350; development finance companies, 5 investments, $925,000; and miscellaneous, 2 investments, $550,000.

In addition to these 44 approved investments ADELA has under active analysis 15 investment proposals in 8 Latin American countries aggregating approximately $10.7 million.

DUST COLLECTION EQUIPMENT

A British firm of heating, air-conditioning and dust control engineers is interested in the importing and eventual manufacturing under license of dust control equipment, including wet collectors used by foundries.

Reportedly, the British company has recently purchased a plant of 6,000 sq. ft. and is engaged in steel fabrication work. It claims members of its dust control division have had experience with U.S. dust collecting equipment and have connections with a number of British foundries.

Write: Constant Air Systems Ltd., Raebarn House, Northolt Rd., Harrow, Middlesex, England. WTD.

POLISHING MACHINES

A Welsh manufacturer of metal polishing and buffing machines and pressed felt seeks to diversify its operation utilizing existing facilities. The firm's production equipment includes basic felt manufacturing machinery and such fabricating machines as presses, drills and grinders.

A sales force of eight salesmen and two agents have close contact with numerous industries. Major customers include the automotive, textile, metal processing and furniture manufacturing industries.

Currently, the Welsh firm produces polishing machines under license from a U.S. company.

Write: Cooper & Co. (Birmingham) Ltd., Brynmawr, Breconshire, Wales, United Kingdom. WTD.

HEATING AND COOKING EQUIPMENT

A large German manufacturer of stoves, cooking ranges and machinery seeks a license to produce new developed heating and cooking equipment, air-conditioning equipment and special machinery for the textile and plastics industry.

The firm operates two modern plants and has its own foundry, drop forge and power plant. It employs approximately 1,500 persons and has 20 traveling salesmen. Annual volume is $10 million.

Write: Frank'sche Eisenwerke AG, 634 Dillenberg, Postfach 260, Germany. WTD.

PLASTIC PRODUCTS

A license to manufacture highly-pressed and injection-molded plastic technical parts for all types of industrial uses is sought by a German producer and wholesaler of instrument boards for automobiles, and frames and cases for television sets.

The German company manufactures its injection molded parts up to a shot weight of 1.5 kilograms and it possesses presses up to a pressure of 600 tons.

Write: Karl Potthoff, Kunststoffwerk, 9-15 Elsaesser Strasse, 565 Solingen-Ohligs, Duesseldorf, Germany. WTD.

SURGICAL INSTRUMENTS

An Australian importer and wholesaler of surgical, optical and scientific instruments seeks a joint venture to expand range of equipment and begin manufacture of certain instruments.

Write: Bureau of International Commerce, Office of International Investment 876, U.S. Department of Commerce, Washington, D.C. 20230. WTD.

Panamanian makes cattle raising offer

A large and well established Panamanian manufacturer of soaps and other products with extensive land holdings devoted primarily to the raising of oil bearing trees and plants seeks a joint venture with a U.S. investor to develop approximately between 5,000 and 8,000 acres of rain forest into a cattle range. This would be a long range investment totaling about $1 million over several years and would call for a U.S. investor with considerable experience in large scale cattle raising.

Small scale experiments indicate that grass, including pangola with a 15% protein content, grows well on the land available for the proposed cattle range. The entire 15,000-acre holding of the company is bordered by two large rivers and the Atlantic Ocean with a somewhat smaller river running through the center. Average yearly rainfall is about 180" and, unlike the severe dry season of Panama's central provinces, a short dry season of less than three months with usually heavy dew is claimed for this area. Accessability to the area is good. It is less than 25 miles by a good gravel road from the Port of Cristabal and about 70 miles from Panama City.

Firms with extensive cattle raising experience desiring further information should **write:** Cia Panamena de Aceites, S.A., P.O. Box 1910 Panama, Republic of Panama, Attn: Mr. Ernest Koref, General Manager. WTD.

ELECTRONIC COMPONENTS

A British manufacturer of electromechanical controls and components seeks cross-licensing arrangements with several U.S. firms which make a wide range of products in the field of electromechanical controls and components for data transmission. Of particular interest to the British are U.S. companies that maintain facilities for the research and development of new products.

Write: Datel Controls Ltd., Frimley Rd., Camberley, Surrey, England. WTD.

FABRICATED WIRE PRODUCTS

An Auckland manufacturer of such fabricated wire products as farm fencing, decorative garden arches and wire netting seeks to make complementary lines under a licensing arrangement with a U.S. firm.

Write: Ullrich Industries Ltd., P.O. Box 22-121, Otahuhu, Auckland, S.E. 7, New Zealand. WTD.

Argentine firm invites prequalification bids on feasibility study

Minamianto S.A.M.I., Cordoba 362, Buenos Aires, an Argentine firm engaged in the exploitation of asbestos deposits in the Province of La Rioja, is calling for bids for the hiring of consulting engineering services to conduct a feasibility study on the development of its asbestos mines.

The study is to be performed in accordance with the technical specifications set forth by the Argentine Industrial Bank, contained in the conditions and specifications folio covering the bid. The folio (in Spanish) can be obtained free of charge direct from the firm. One copy is available for review by interested firms at the office of the Water Industries and Engineering Services Division, BDSA, Room 4111, U.S. Department of Commerce, Washington, D.C. 20230.

The deadline for receipt of bidders' qualifications is noon, Sept. 12. Deadline for receipt of bids is noon, Nov. 10.

Minamianto S.A.M.I. has obtained a special credit of approximately $151,000 (33,000,000 pesos) from the Argentine Industrial Bank to cover the cost of the feasibility report.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousac-Sogn Building. Area Code 907 Tel. 272-5331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 304 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

011 Field crop farms

FRANCE—Pea and bean seeds. Direct purchase and agency. Requests replies in French. Etablissements Xavier Bernard (producer, importer, wholesaler, retailer), 19 Rue de Viarmes, Paris, 1er. WTD 7/15/66.

PAKISTAN—Quotations for 10 lb. of Cauliflower (3 lb. of early snow ball, 4 lb. of super snow ball, 3 lb. of purple head); 10 lb. of carrot (danvers half long—4 lb., 3 lb. of chantenay, 3 lb. of nantes half long); 10 lb. of lettuce (great lakes—3 lb., 4 lb. of iceberg, 3 lb. of big Boston); 10 lb. of tomato (2 lb. of new giant variety, 2 lb. of jubilee tomato, 2 lb. of sunray, 4 lb. of world champion); 20 lb. of garden pea (fordhook wonder—dwarf—5 lb., 5 lb. of dwarf pilot, 5 lb. of standard late, 5 lb. of alderman). The Manager, Purchase & Procurement, East Pakistan Agricultural Development Corp., 79 Motijheel Commercial Area, Dacca-2.

012 Fruit, treenut, vegetable farms

BRAZIL—Fresh fruits such as pears, apples and grapes. Exclusive representation. Direct purchase. Chris. Antoninis (agent), Avenida Presidente Vargas 418, 3° andar, sala 302, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 1105, ZC-00, Rio de Janeiro. WTD 7/29/66.

FRANCE—Fruits such as lemon and oranges; early vegetables. Requests replies in French. Michel L. Berard (importer, dealer), 23 Rue de la Republique, 13 Marseille, 2e. WTD 4/18/66.

151 General building contractors

● **COLOMBIA**—The Empresas Publicas de Medellin will accept proposals for the unit price first stage construction of the Santa Rita Dam, part of the Guatape Hydroelectric Development Project located on the Nare River about 62 miles from the City of Medellin. Empresas Publicas de Medellin is the semi-autonomous public utility branch of the Municipal Government and the International Bank of Reconstruction and Development will finance the project. Construction will include the following: a 4.4 yd. dia. concrete conduit 157.5 yd. long; a "morning glory" type spillway containing a 4 yd. dia. vertical shaft with 38 yd. fall and a 4 yd. dia. circular tunnel 766 yd. in length. Project also includes 1.7 million cu. yds. earth excavation; over 13,000 cu. yd. rock excavation; placing and compaction of 1.3 million cu. yd. of fill. Bid deadline is 4:45 local time, Oct. 11, terms and specifications may be obtained upon payment of U.S. $70 (per copy) which is not refundable. Empresas Publicas de Medellin, Division de Planeacion, Medellin. Copy of bid advertisement only.★ (Telephone: 202-WO 7-3601).

195 Small arms

FRANCE—Small firearms, civilian, all categories for sportsmen, hunters, and amusement; also arms parts, accessories, and attachments. Agency and potential direct importer. Requests replies in French. Sur-Armes (dealer), 4 Rue Christine; 33-Bordeaux, Gironde. WTD 12/14/65.

196 Small arms ammunition

FRANCE—Small arms ammunition, accessories, and supplies for sportsmen, and hunters. Agency. Potential direct importer. Requests replies in French. Sur-Armes (dealer), 4 Rue Christine; 33-Bordeaux, Gironde. WTD 12/14/65.

201 Meat products

FRANCE—Sausage casings (beef, hog, and other categories), all sizes, in natural condition; good quality; packed in small-/large-size casks. Also melted animal tallow, in bulk. Direct purchase and agency. Boyauderie du Poitou (Etablissements Victor Bonneau) (processor, wholesaler), Route de Paris; 86 Poitiers, Vienne. WTD 11/5/65.

JAPAN—Frozen boned rabbit meat. Toho Sangyo Ltd., Sanwa Bldg. (importer, wholesaler), 25 Junkei-machi 4-chome, Minami Ku, Osaka, Central P.O. Box 43 (Attn: Mr. Ryozo Takeda, Manager General Materials Dept.) WTD 7/27/66.

202 Dairy products

BELGIUM—Direct purchase or agency for powdered milk, butter and butter oil. S.A. Corebrand (importer, exporter), 14 Quai du Commerce, Brussels. WTD 7/28/66.

FRANCE—Condensed and evaporated milk, cheese food. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8e. WTD 4/6/66.

203 Canning, preserving foods

BRAZIL—Dried fruits such as raisins, prunes, nuts, almonds and hazelnuts. Exclusive representation, direct purchase. Chris. Antoninis (agent), Avenida Presidente Vargas 418, 3° andar, sala 418, Rio de Janeiro ZC-00, Estado da Guanabara. Caixa Postal 1105, ZC-00, Rio de Janeiro. WTD 7/29/66.

DOMINICAN REPUBLIC—Canned fruit, vegetables, meats, nuts, soda crackers, and cookies; requests replies in Spanish. Direct purchase and agency. Casa Perez, C. por A. (importer, retailer), Arzobispo Nouel No. 89, P.O. Box 1020, Santo Domingo. WTD in preparation.

FRANCE—Canned fruits, vegetables and sea foods; all kinds. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8e. WTD 4/6/66.

GERMANY—Canned fruits and vegetables. Steidtmann & Nagel (importer), 2000 Hamburg 1, 17 Moenckebergstrasse. WTD 8/1/66.

JAPAN—Spray dried fruit and vegetable powders for use in commercial preparation of foods and beverages such as ice cream, juices, soups. Particularly interested in garlic, pineapple, asparagus and guava powders. Toho Sangyo Ltd. (importer, wholesaler), Sanwa Bldg., 25 Junkei-machi 4-chome, Minami Ku, Osaka, Central P.O. Box 43 (Attn.: Mr. Ryozo Takeda, Manager General Materials Dept). WTD 7/27/66.

209 Food preparations

JAPAN—"G.I. Ration" type meal in small packet containing biscuits, canned cheese, instant coffee, sugar, cigarettes, chocolate and the like. Suitable for camping and outdoors activities. Ishigaki Trading Co., Ltd. (importer), 69 Kanda Jimbo-cho 1-chome, Chiyoda-ku, Tokyo. WTD 8/1/66.

220 Textile mill products

AUSTRALIA—All types of novelty fabrics including manmade fibers, silk and waterproofed fabrics suitable for the manufacture of raincoats. Direct purchase and agency. A. Zbar & Son Pty. Ltd. (importer, wholesaler), 234 Flinders Lane, Melbourne, Victoria. WTD 1/28/66.

BELGIUM—Plastic fabrics, stretch, ribbon and other supplies and accessories for brassieres. Direct purchase or exclusive agency. Etablissements d'Ennetieres Freres S.P.R.L. (exporter, manufacturer), 137 Chaussee de Wervicq, Comines. WTD 8/1/66.

221 Broad woven fabric mills, cotton

FRANCE—Cotton fabrics, plain and printed. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8e. WTD 4/6/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Silk and manmade fiber fabrics. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8e. WTD 4/6/66.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8e. WTD 4/6/66.

226 Dyeing, finishing textiles

AUSTRIA—Basic textile manufactures for the hotel and restaurant trade, such as table linen, bed linen and other textile cloth used in the catering trade. "Dornbirn-Textil" Dr. Kraus-Ingrisch (importer, wholesaler), Tuchlauben 15, A-1011 Vienna. WTD 6/22/66.

228 Yarn, thread mills

DOMINICAN REPUBLIC—Cotton and synthetic yarn. Direct purchase and agency. Manufacturas Textiles, C. por A. (importer, wholesaler, manufacturer), Calle Moca No. 133-135, P.O. Box 109, Santo Domingo. WTD in preparation.

229 Textile goods

BELGIUM—Raw sisal and jute fibers. Etablissements B. Limage (importer, exporter), 40 Avenue Legrand, Brussels. WTD 7/11/66.

GERMANY—All kinds of laces for manufacturing of ladies' frocks and blouses in breadths of about 120-140 cm (47-57 inches). Direct purchase and agency. Grodtmann Import G.m.b.H. (importer, sales agent), 2000 Hamburg 1, 15 Glockengiesserwall. WTD 5/10/66.

239 Fabricated textile products

BELGIUM—Used or second-hand U.S. Army tents and tarpaulins. Agency and/or direct purchase. Etablissements B. Limage (importer, exporter), 40 Avenue Legrand, Brussels. WTD 7/11/66.

242 Sawmills, planing mills

ITALY—Plywood and veneer for manufacturing furniture. Direct purchase for own use and agency desired. Giuseppe Amoroso (manufacturer), Largo Madonna 3, Trapani. WTD 7/25/66.

PAKISTAN—Ash, beech, hickory, thickness 1", 3" to 6" wide, 5½' length for use in sports goods industry. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West Pakistan. WTD 7/29/66.

261 Pulp mills

BELGIUM—Wood pulp and paper pulp and cotton linters. Etablissements B. Limage (importer, exporter), 40 Avenue Legrand, Brussels. WTD 7/11/66.

262 Paper mills

BELGIUM—Paper for use in printing of punch cards. Capestat S.A. (importer, exporter, manufacturer), 88 Dobbelenberg, Brussels. WTD 7/28/66.

● **CEYLON**—38,000 reams white printing paper, 500 sheets per ream, 70 gsm. Bid deadline Oct. 15. Chairman, Tender Board, Ministry of Finance, Colombo.★ (Telephone: 202-WO 7-3003).

PAKISTAN—Kraft paper 29" x 44" grs 40; 36" x 34" grs 44; tissue paper, white and colors, 20" x 30" 18/19 grs. Saleem & Naeem

(manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

Kraft paper 29″ x 44″ grs 40; 36″ x 44″ grs 44; tissue, white and colors, 20″ x 30″ 18 x 19 grs. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West. WTD 7/29/66.

Kraft paper 29″ x 44″ grs 40; 36″ x 34″ grs 44; tissue paper, white and colors, 20″ x 30″ 18/19 grs. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

263 Paperboard mills, products

● **CEYLON**—3,245 tons of assorted paper, paperboard, and board; various types, quantities, colors and sizes. Bid deadline Sept. 8. Eastern Paper Mills Corp. 70 York St., Colombo.★ (Telephone: 202-WO 7-3003).

264 Converted paper, paperboard products

● **IRAN**—2,000 bobbins cellulosic film, 117 mm. bobbin width, 34 grams per sq. meter ±2 grams, total length of film on each bobbin 1,600 meters; 1,600 spools of blue cigarette package tape, 2 mm. wide, 7,500 to 8,000 meters of tape on each spool. Tender No. 772/53, bid deadline Oct. 22. The Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

● 120 million rods acetate cellulosic filters for cigarettes, white, 90 mm. long, 25.75 mm. circumference; 20,000 bobbins imitation cork tape for cigarette filters, 38 mm. wide, length of each bobbin 600 meters, 65 mm. core diameter. Tender No. 772/53, bid deadline Oct. 23. The Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

NETHERLANDS—Paper gift wrappers, decorated paper table napkins and covers, papier-mache articles for household use. Dutch and Oriental Trading (importer, manufacturer), P.O. Box 597, The Hague. WTD 7/13/66.

PAKISTAN—Transfer paper, and transfer stamp. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West. WTD 7/29/66.

272 Periodicals: Publishing, printing

AUSTRALIA—Periodicals, magazines or trade publications dealing with pet fish of the tropical and cold-water species. Direct purchase and agency. Elite Supply Co. (importer, wholesaler, exporter), 230 Brunswick St., Fitzroy, N.6, Victoria. WTD 4/22/66.

PAKISTAN—Periodicals for technical institutes. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 7/27/66.

273 Books

GERMANY—New and used English language books and periodicals in the fields of mathematics, physics, chemistry, and electrical engineering. Requests price quotations c.i.f. European ports. J. A. Mayer'sche Buchhandlung (retailer), Inhaber M. Falter, 5 Buchkremerstrasse, 51 Aachen. WTD 7/27/66.

PAKISTAN—Technical, general, medical, engineering, research, law, for schools, colleges and research centers. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 7/27/66.

275 Commercial printing

PAKISTAN—Maps, globes and charts (educational for schools and colleges). Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 7/27/66.

277 Greeting cards

PAKISTAN—Greeting cards for all occasions. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 7/27/66.

281 Industrial chemicals

AUSTRALIA—Barium chloride, in crystal form. John G. Rohr, 10th Floor (exporter), 2 O'Connell St., Sydney, N.S.W. WTD 7/22/66.

● **BURMA**—Azoic dyestuffs (a) Fast orange GC salt type, 500 lb. in 2 lb. tins (b) Fast blue salt B type, 3,000 lb. in 2 lb. tins (c) Grounder AS-LB type, 2,000 lb. in 1 lb. tins. Vat dyestuffs (a) Vat olive GG type, 3,000 lb. in 1 lb. tins (b) Vat khaki GG type, 2,000 lb. in 1 lb. tins (c) Vat brill, green GG type, 5,000 lb. in 1 lb. tins (d) Sulphurized vat dye (equivalent to hydrone blue R pdr. type) 30,000 lb. in 50 kg. drums. Acid dyestuffs (a) Acid dye (blue shade) 1,000 lb. in 1 lb. tins (b) Nigrosine black, 20,000 lb. in 1 lb. tins. Dyes n.e.s. (a) Ultramarine blue, 50,000 lb. in 1 lb. tins. Tender No. IT 1/11/66-67, bid deadline Sept. 10. Trade Corp. No. 11 (Chemicals and Dyes), 73/75 Sule Pagoda Rd., Rangoon★ (Telephone: 202-WO 7-2067).

● 44,597 lb. of optical whitening agent for cotton in 1-lb. tins. Tender No. IT-3/11/66-67, bid deadline Sept. 19. Chairman, Trade Corp. No. 11 (Chemicals and Dyes) 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067.

● 15,000 gallons of coal tar, refined, low viscosity tar, suitable for cold application by brush for painting, packed in free, new 5-gallon drums (24 gauge steel), with 2-5/16″ screw necks and caps. Tender No. 106/T/CONST/PWC/66-67, bid deadline Sept. 17. Director of Engineers, Public Works Corp. No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● Calcium carbide, 50/80 mm, B.S.S. 642-1951, 204 metric tons, in 100 kilogram drums; sodium bicarbonate, B.P., refined, 500 metric tons, in 50 kilogram bags; crude sulfur, rock or lumps, free from arsenic, selenium and tellurium, 99.7/100% pure, 300 metric tons, in 100 kilogram bags, f.o.b. port of shipment and c. & f. Rangoon. Tender No. IT-2/11/66-67, bid deadline Sept. 19. Chairman, Trade Corp. No. 11 (Chemicals and Dyes) 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2008).

● **KOREA**—Chemical reagents and high purity chemicals, 109 different items; laboratory equipment and supplies, 47 different items. Unit and total price to be quoted separately on f.a.s., c. & f. and c.i.f., Pusan. A complete list will be furnished upon request. Tender No. KFX-6136-N P.R. No. 66-G-99, bid deadline Sept. 9. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2008).

PAKISTAN — Chemicals — Zinc ammonium chloride, double salt. Zn C12 54 to 56% Zn—NH4C1 46 to 44%. Requests quotations c. & f. Karachi. Direct purchase and agency. Hyesons Steel Mills Ltd. (importer), Abdul Hye Chambers, Dockyard Rd., West Wharf, Karachi. WTD 3/7/66.

SWEDEN—Chemicals for the paper, cosmetic, plastic and chemo-technical industries. Direct purchase and agency. Terra Kemi AB, (importer, wholesaler, sales agent), Box 749, Lidingo 7. WTD 7/25/66.

TAIWAN—Gasoline octane improver in consumer packings. Tai Fong Co. Ltd. (importer), P.O. Box 273, Taipei. WTD in preparation.

282 Synthetic materials

PAKISTAN—PVC plastic sheeting, plain, transparent, embossed, designed and different colors, width 54″, gauges 0.25 mm., rolls 20 yards; nylon multifilament gauge 0.70 mm. to 1.40 mm., in multicolors, in hanks; fibre vulcanized sheets for use in sports goods industry. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West. WTD 7/29/66.

283 Drugs

BELGIUM—All kinds of ethical pharmaceutical products. Exclusive agency or direct purchase. Societe Belge de Pharmacie—Sobelpha (importer), 306 Avenue de la Couronne, Brussels. WTD 7/19/66.

DOMINICAN REPUBLIC—Drugs, antibiotics, pharmaceutical preparations. Direct purchase and agency. Farmacia Central, C. por A. (importer, wholesaler, retailer), Hostos No. 19, P.O. Box 139, Santo Domingo. WTD in preparation.

PAKISTAN—Vitamins, sulpha drugs, antibiotics, bacterial and virus vaccines, serums and pharmaceutical preparations in powder, tablets and injections. The Medical Supplies Regd. (importing distributor), Iqbal St., Sialkot 1, West. WTD 7/26/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Cosmetic suntan creams; aerosol products such as after-shave lotions. Direct purchase or exclusive agency. Societe Belge de Pharmacie—Sobelpha (importer), 306 Avenue de la Couronne, Brussels. WTD 7/19/66.

GERMANY—Cosmetics and hairdressing preparations of all kinds. Requests price quotations c.i.f. European ports, replies in German. Robert Wolf Jr. (wholesaler), 14 Wuppertaler Strasse, 43 Essen/R. WTD 7/29/66.

285 Paints, varnishes, lacquers, enamels

PAKISTAN—Cellulose lacquer, weatherproof for use in sports goods industry. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West. WTD 7/29/66.

287 Agricultural chemicals

BELGIUM—All kinds of insecticides, aerosol. Direct purchase or exclusive agency. Societe Belge de Pharmacie—Sobelpha (importer), 306 Avenue de la Couronne, Brussels. WTD 7/19/66.

● **BURMA**—Fertilizers: Urea, prilled, minimum 46% N, less than 1% biuret, 11,000 metric tons, 50 kilogram polyethylene lined jute bags; muriate of potash (potassium chloride), 250 m.t., 50 kilogram polyethylene lined jute bags; concentrated superphosphate, 45-48% P_2O_5, 10,000 m.t., 50 kilogram jute bags; ammonium phosphate, 16% N, 20% P, 50,000 m.t., 50 kilogram inner poly-lined jute bags; R.R.I. mixture "B," 10.5% N, 18% P, 350 m.t., 50 kilogram jute bags; and R.R.I. mixture "M," 9.9% N, 16.9% P, 3.6% K, 2% Mg, 450 tons, 50 kilogram jute bags, f.o.b. port and c. & f. Rangoon, shipments in October, November, December. Tender No. CHEM-IT-2/11/65-66 (ARDC), bid deadline Sept. 17. Trade Corp. No. 11, (Chemicals and Dyes), 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WOrth 7-2008).

● **CHILE**—Triple superphosphate fertilizer, granular, minimum 45% P_2O_5, 25,000 metric tons c.i.f. San Antonio, 8,000 m.t. and Lirquen, 17,000 m.t. Correspondence preferred in Spanish. Payment under A.I.D. letter of credit. Tender No. N-49, bid deadline Sept. 22. Empresa de Comercio Agricola, Alameda Bernado O'Higgins 1170, Santiago, Chile.★ (Telephone: 202-WOrth 7-2008).

FRANCE—Fertilizers: phosphate, nitrogenous, potash and mixed. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8eme. WTD 4/6/66.

GREECE—Fertilizers; sulphur (crude and powdered); copper sulphate; insecticides; herbicides; fungicides. Requests catalogs, descriptive literature, price lists. Direct purchase and agency. Demetre Tarsouli & Co. (importer, wholesaler, sales agent), 9 Valaoritou St., Athens 134. WTD 6/6/66.

● **SUDAN**—Cotton seed dressing, 8.4% mercuric mercury (HG, 8.3% mercuric chloride combined with 5% mercuric iodine) and 30% dieldrin, 75 tons. Bid deadline Sept. 12. Assistant General Manager Supplies, The Sudan Gezira Board, Barakat.★ (Telephone 202-WO 7-3910).

289 Chemical products

BELGIUM—Aerosol waterproofing products for fabrics and leather. Exclusive agency or direct purchase. Societe Belge de Pharmacie—Sobeipha (importer), 306 Avenue de la Couronne, Brussels. WTD 7/19/66.

Printing inks, all kinds. Capestat S.A. (importer, exporter, manufacturer), 88 Dobbelenberg, Brussels. WTD 7/28/66.

NETHERLANDS—Printing ink, gravure ink, screen process ink, lithographic ink. Dutch and Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

PAKISTAN—Glue, synthetic powder, waterproof and harmless to human flesh, for use in sports goods industry. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West. WTD 7/29/66.

306 Fabricated rubber products

BELGIUM—Belts, V-industrial, variable speed. Agency and/or direct purchase. Etablissements Vermiere-Belting S.A. (importer, agent), 63 Rue du Centre, Verviers. WTD 7/12/66.

FRANCE—New types of rubber toys. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8eme. WTD 4/6/66.

Industrial rubber belts. Direct purchase and agency. Request replies in French. Compagnie Generale de Roulements (manufacturer, dealer), Cite Industrielle—Rue Denis Papin, 95 Beauchamp (Val d'Oise). WTD 3/3/66.

PAKISTAN—Surgeons' rubber gloves. The Medical Supplies Regd. (importing distributor), Iqbal St., Sialkot 1, West. WTD 7/26/66.

307 Plastic products

FRANCE—Plastic products and articles of all types (such as polyethene bottles for chemical use, tubes, plastic vials for drug preparations, and related items) for research and pharmaceutical laboratories. Also medical plastics (including water-soluble plastic laundry-bags), preferably of new types for use in clinics and hospitals. Direct purchase and agency. Requests replies in French. Etablissements Brenez (manufacturer), 14 Rue Mazagran; 33 Begles, Gironde. WTD 9/22/65.

GERMANY—Plastic fasteners and plastic rivets for the automobile industry. Requests price quotations c.i.f. Hamburg or Bremen. Arnold Knipping GmbH (manufacturer, exporter), Postfach 1529, 527 Gummersbach/Rhld. WTD 7/18/66.

NETHERLANDS—Plastic jewelry boxes, plastic giftware and novelties for stationery shops and supermarkets. Dutch and Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

312 Industrial leather belting, packing

FRANCE—Industrial leather belting, such as transmission belting; mechanical packings. Direct purchase and agency. Request replies in French. Compagnie Generale de Roulements (manufacturer, dealer), Cite Industrielle—Rue Denis Papin, 95 Beauchamp (Val d'Oise). WTD 3/3/66.

● **IRAN**—Leather belts for sugar mills, 18 miscellaneous items and sizes, totaling 1,101 meters. Bid deadline Sept. 25. Interested companies should pursue this tender through their agents in Tehran. The Iran Factories Co., Sugar Industry Division, Estakhr Ave., Tehran.

321 Flat glass

GERMANY—All kinds of flat glass for the construction industry. Steidtmann & Nagel (importer), 2000 Hamburg 1, 17 Moenckebergstrasse. WTD 8/1/66.

322 Glass, glassware

AUSTRIA—Household and restaurant glassware. Direct purchase and agency. Requests replies in German. Handels-Union Josef Resch (importer, wholesaler, manufacturers' agent), Bahnhofstrasse, A-6901 Bregenz. WTD 7/26/66.

FRANCE—Glassware: art, decorative, and novelty to be sold as giftware; glass tableware. Anciens Etablissements I. Oppenheimer (importer, wholesaler), 234 Rue du Fbg St Honore, 75 Paris, 8. WTD 4/23/66.

GERMANY—Glass containers for industrial purposes and glass bricks. Steidtmann & Nagel (importer), 2000 Hamburg 1, 17 Moenckebergstrasse. WTD 8/1/66.

323 Glass products

FRANCE—Glass sheets, 4 or 5 m/m thick, hammer-wrought with embossing to imitate rugged surface, giving the impression of balls, for use in electrical advertising devices. These glass sheets are enclosed in a box about 70 cm long and show the names of companies or products advertised. Requests replies in French. Societe Matol (manufacturer, importer, dealer), 9 Rue Max Dormoy, 59 Jeumont. WTD in preparation.

326 Pottery, related products

AUSTRIA—Household and institutional chinaware. Requests replies in German. Direct purchase and agency. Handels-Union Josef Resch (importer, wholesaler, manufacturers' agent), Bahnhofstrasse 10, A-6901 Bregenz. WTD 7/26/66.

FRANCE—Art and decorative pottery, to be sold as giftware; vitreous china; table and kitchen articles. Anciens Etablissements I. Oppenheimer (importer, wholesaler), 234 Rue du Faubourg Saint-Honore, 75 Paris (8). WTD 4/23/66.

327 Concrete, gypsum, plaster products

FRANCE—Concrete building materials: art marble, basement window areaways cast stone, roofing tile, Spanish floor tile, squares for ceilings, walls, roofing slabs. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris, 8e. WTD 4/6/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—All types of gaskets (regardless of material). Direct purchase and agency. Requests replies in French. Compagnie Generale de Roulements (manufacturer, dealer), Cite Industrielle, Rue Denis Papin—95 Beauchamp (Val d'Oise). WTD 3/3/66.

PAKISTAN—Grinding wheels, stone; emery powder, emery salts, lustre; polishing compositions for cleaning and polishing stainless steel surgical instruments. Saleem & Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

331 Steel mill products

PAKISTAN—Stainless steel sheets and bars AISI 410, carbon 10 to 18%, and chrome 15%; AISI 420, carbon 15 to 40%, and chrome 15%, AISI 304 carbon 18, chrome, 8, with finish BB size 8' x 3', 8' x 4', gauge 16 to 24 swg for use in the manufacture of stainless steel surgical instruments. Saleem and Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

PHILIPPINES—Ferrosilicon with about 75 to 80% silicon content, 2" and up in size, about 650 metric tons to be needed. Mr. Pablo M. Silva, President, Filipino Pipe & Foundry

Corp. (importer, exporter, manufacturer), Hulo, Mandaluyong, Rizal; Box 1329, Manila. WTD 10/3/64 under revision.

333 Primary smelting, refining of nonferrous metals

● **IRAN**—1,600 kgs. of 99% antimony. Iranian State Railway, Tender No. 42/45, bid deadline Oct. 10. Documents available from Miscellaneous Metals and Minerals Division, BDSA, Rm. 4213, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WOrth 7-2298).

335 Rolling, drawing, extruding of nonferrous metal

PAKISTAN—Nickel-iron (nikron) wire. Fazal Karim & Sons (manufacturer), Circular Rd., Sialkot, West. WTD 7/21/66.

Nickel anodes. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

342 Cutlery, hand tools, general hardware

BELGIUM—Interested in all kinds of builders' hardware. Direct purchase or agency. Mr. and Mrs. Camion—Dessy (importer), 406 Boulevard Lambermont, Brussels. WTD 7/19/66.

FRANCE—Furniture hardware, i.e. castors, handles, knobs, and related items. Agence Generale d'Echanges Commerciaux—Ageco (importer, exporter), 60 Rue Pierre Charron, Paris, 8e. WTD 4/6/66.

NETHERLANDS—Aircraft hardware and tools specifically for the aircraft industry. Air Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

PAKISTAN—Handtools, hacksaw blades 12" x ½", scalpel blades with handles for use in the manufacture of stainless steel surgical instruments. Saleem & Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

Files and rasps, sizes 6" to 12" flat, round and bastard for use in sports goods industry. Kabir Sports (importing distributor, manufacturer), Near General Post Office, Sialkot 1, West. WTD 7/29/66.

Guillotine shears capacity for mild steel sheet 6' x 4', 18 to 26 gauge, powered by electric motor. Fazal Karim & Sons (manufacturer), Circular Rd., Sialkot, West. WTD 7/21/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—Convectors, cast iron, steel or nonferrous for central heating in building. Direct purchase and/or agency. Usines et Fonderies Saint Roch S.A. (manufacturer, importer), 34 Rue de la Gare, Couvin. WTD 7/29/66.

SWITZERLAND—Electric water softeners. Direct purchase and agency. Elco Oil Burner Plants Ltd. (manufacturer), Thurgauerstrasse 23, 8050 Zurich. WTD 7/21/66.

344 Fabricated structural metal products

● **COLOMBIA**—Dam gate; design, manufacture and supply of 4.4 yd. dia. ring gate for the intake tower of Santa Rita Dam of the Guatape hydroelectric plant. Bid deadline Oct. 17. Terms and specifications available upon payment U.S. $7, not refundable, for each copy from Empresas Publicas de Medellin, the semi-autonomous public utility branch of the Municipal Government. Empresas Publicas de Medellin, Seccion de Importaciones, Edificio Miguel de Aguinaga 607, Medellin.

GERMANY—Window, ceiling and wall ventilators; c.i.f. European ports. Direct purchase and agency. Adolf Wiegel & Sohn GmbH & Co. KG (wholesaler, agent, importer), 15 Rosenstr., 403 Ratingen b.Duesseldorf. WTD 7/20/66.

345 Screw machine products

● **BURMA**—Supply of various sizes and quantities of butt hinges, iron tower bolts, hasps and staples, hooks and eyes. Tender No. 103/CONST/PWC/66-67, bid deadline Sept. 24. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Various types and quantities of washers. Tender No. 244/(T)/TTS-BR/(M)/65-66, bid deadline Oct. 5. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

345 Screw machine products

PAKISTAN—Machine screws for use in stainless steel surgical instruments manufacture. Saleem & Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

Machine screws for use in stainless steel surgical instruments manufacture. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

346 Metal stampings

AUSTRIA—Household and kitchen utensils of various kinds, particularly novelties. Requests replies in German. Direct purchase and agency. Handels-Union Josef Resch (importer, wholesaler, manufacturers' agent), Bahnhofstrasse 10, A-6901 Bregenz. WTD 7/26/66.

FRANCE—Household metal gadgets for cooking purposes. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris 8eme. WTD 4/6/66.

347 Coating, engraving, services

AUSTRALIA—Embossing plates, steel, large, used under pressure and heat for putting design on timber (wood fiber) board. Direct purchase and agency. K. H. Freeman Pty. Ltd. (importer, retailer, manufacturer), P.O. Box 87, St. Marys, Sydney, N.S.W. WTD 9/15/65.

349 Fabricated metal products

● **IRAN**—Paper backed aluminum foil, 5,500 bobbins, each 1,000 meters long, 117 mm. wide, wound on cardboard cylinders with a core diameter of 58 mm. sq. meter weight of paper 50 grs. m2; sq. meter weight of aluminum 20 grs. m2. Bid deadline Oct. 25. Copies of specifications and tender available from the Economic Counselor, Iranian Economic Mission, 2233 Wisconsin Ave. NW., Washington, D.C. 20007. (Telephone: 202-338-5393).

NETHERLANDS—Solenoid valves. N.V. Ingenieursbureau v/h J. M. C. van Borselen & Co. (importer. wholesaler), 10 Parkstraat. The Hague. WTD 7/6/66.

PAKISTAN—Wires, cables, transformers, ACSR conductors, for 11, 66, and 132 KV; lightening arrestors, switchgear; relay and relay room equipment and meters; voltage regulators current AC 50 cycles, 220 and 440 volts single and 3 phase. Ekram Corp. (importing distributor), 18 MacLagan Road, Lahore, West. WTD 7/29/66.

351 Engines, turbines

HONG KONG—Marine engines, diesel, in range of 3 hp. to 25 hp. Simplest designs preferred, suitable for fishing boat use with emphasis on easy maintenance. Industrial Engineers Ltd. (importer, exporter, retailer), P.O. Box 1838, Hong Kong (Mr. Thomas Malcolm). WTD 12/2/65.

352 Farm machinery

GERMANY—Lawn mowers, both gasoline and electric; hedge shears, both gasoline and electric; do-it-yourself equipment and machinery for gardening. Direct sale and/or sales representation. Requests price quotations c.i.f. European ports, and replies in German. Manfred Hoffmann (importer, distributor), Postfach 24 or 14-22 Batheyerstrasse, 58 Hagen-Kabel. WTD 8/2/66.

353 Construction, mining, materials handling machinery

● **BURMA**—Diesel pile drivers, including leads, rail mounted with complete accessories and maintenance spare parts for two years' operation. Two diesel hammers, weight approx. 5,300 lb., energy output of 22,600 ft. lb.; 2 diesel hammers, weight approx. 2320 lb., energy output 9,050 ft. lb. Tender No. P6(T)-MCY/PWC(M)66-67, bid deadline Oct. 10. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● One 2-ton capacity gas engine fork lift truck with forks, crate and barrel grippers. Tender No. Q/5/SM-V/8/5, bid deadline Sept. 15. General Manager, Steel Mill, Insein/Ywama.★ (Telephone: 202-WO 7-5589).

● **ETHIOPIA**—Two mobile pickup sweepers, vacuum type, self-propelled, equipped with VHF transreceivers. These units are for use on international airports at Addis Ababa and Asmara. Tender No. 1/1959, bid deadline Sept. 16. Civil Aviation Administration, Imperial Ethiopian Government, Dept. of Auditor General, Box 457, Addis Ababa.★ (Telephone: 202-WO 7-5566).

● **IRAQ**—Nine tracklaying tractors, diesel 65 hp., 60" gauge, angle dozer attachments; 7 tracklaying tractors, diesel 120 hp., 74" gauge, angle dozer attachments; 7 tracklaying tractors, diesel 180 hp., 78" gauge, angle dozer attachments. Tender No.'s DME/26/966, DME/27/966 and DME/28/966, bid deadline Oct. 1. Send two copies of quotation to Directorate of Contracts and Purchases, Ministry of Defence, Baghdad, one copy to Provisions Directorate, Ministry of Defence, Baghdad, and one copy to Embassy of the Republic of Iraq, Office of the Armed Forces Attache, 3510 Garfield St. NW., Washington, D.C. 20007.★ (Telephone: 202-WO 7-5566).

NETHERLANDS—Aircraft loading hoists and other handling equipment. Air Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

Special conveyors and conveyor-maintenance equipment suitable for food-chemical-petrochemical industries. N.V. Ingenieursbureau

v/h J. M. C. van Borselen & Co. (importer, wholesaler), 10 Parkstraat, The Hague. WTD 7/6/66.

PAKISTAN—Concrete mixers, vibrators, grinders, stone crushers, dumpers, loaders, fork lifts, cranes and shovels up to 2 cu. yd. capacity; concrete spreaders, asphalt mixers and spreaders, road rollers 5 x 10 tons, 3-wheeled. Ekram Corp. (importing distributor), 18 MacLagan Rd., Lahore, West. WTD 7/29/66.

354 Metalworking machinery

BELGIUM—Small industrial hand tools, pneumatic and electric. Direct purchase or agency. Mr. and Mrs. Camion-Dessy (commissioner), 406 Boulevard Lambermont, Brussels. WTD 7/19/66.

NETHERLANDS—Machines for pressing, forging, hammering, extruding, shearing, bending and die casting metal into shape. N.V. Ingenieursbureau v/h J. M. C. van Borselen & Co. (importer, wholesaler), 10 Parkstraat, The Hague. WTD 7/6/66.

PAKISTAN—Files, flat, round and bastard, 4" to 12"; twist drills, 1/64" to 1", for use in stainless steel surgical goods manufacture. Saleem & Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

Coil winding machine from 100 to 500 coils for 8-hour shift. Electric current AC 50 cycles, 200-220 volts, single phase; press-brake, bending capacity 90°V up to 40 to 60 tons for mild steel sheets, gauge 18 to 26; bakelite molding press with dies for electric iron and kettle handles, 100 handles per 8-hour shift. Fazal Karim & Sons (manufacturer), Circular Rd., Sialkot, West. WTD 7/21/66.

● **SUDAN**—One lathe, 18" swing, 6' between centers. Tender No. 3565, bid deadline Oct. 13. Office of Controller of Stores, Sudan Railways Stores Dept., Atbara.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

BELGIUM—Machinery used in printing punch cards. Capestat S.A. (importer, exporter, manufacturer), 88 Dobbelenberg, Brussels. WTD 7/28/66.

CHILE—Plastic rectifying machine (500 mm. x 300 mm.); also a hot stamping machine. Request replies in Spanish. Pedro Burgos e Hijos Ltda. (manufacturer), Las Dalias 3180, Casilla 15042, Santiago. WTD 7/22/66.

NETHERLANDS—Advanced compressors, pumps, filters, magnetic and electrostatic or other separators for liquids and solids, roll crushers for food, chemical and petrochemical industries. Sophisticated food processing machinery and unique equipment for chemical and petrochemical industries. N.V. Ingenieursbureau v/h J. M. C. van Borselen & Co. (importer, wholesaler), 10 Parkstraat, The Hague. WTD 7/6/66.

● **SUDAN**—One high speed power band sawing machine for cutting wood, plastic, and similar materials, with a 36" diameter saw wheel. Tender No. 3562, bid deadline Sept. 28. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James's, London S.W.1.★ (Telephone: 202-WO 7-5589).

356 General industrial machinery

BELGIUM—Power transmission, chain, roller, silent, conveyor; drives, variable speed, friction sheave type, variable pitch sheaves. Agency and/or direct purchase. Etablissements Vermeire-Belting S.A. (importer, agent), 63 Rue du Centre, Verviers. WTD 7/12/66.

● **BURMA**—One CO and CO_2 gas generator for bright annealing of hot rolled sheets, using kerosene, wood, or charcoal for fuel. Tender No. Q/79/SM-MCY/9/14, bid deadline Sept. 31. The General Manager, Steel Mill, Insein/Ywama.★ (Telephone: 202-WO 7-5589).

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NETHERLANDS—Testing equipment for the aircraft industry, also for servicing and reliability testing. Air Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

PAKISTAN—Ball bearing 1" to 4", rubber belting 1½" to 4", for use in surgical instruments manufacture. G.T. Surgical Ltd. (importing distributor, manufacturer), Commissioner Rd., Sialkot, West. WTD 7/21/66.

Ball bearing 1" to 4"; rubber belting 1½" to 4" for use in surgical instruments manufacture. Saleem & Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

357 Office computing, accounting machines

BELGIUM—Office type stapling machines, and other small office equipment, especially plastic tape embossing machines. Exclusive agency and direct purchase. Intercontinental Distributing Co. S.A. (importer), 49A Boulevard Clovis, Brussels. WTD 7/7/66.

PAKISTAN—Adding and accounting machines, typewriters, duplicating machines and devices. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 7/27/66.

SWEDEN—All kinds of office machines such as dictating machines, addressing machines, cutting machines, copying machines, offset material. Direct purchase and agency. Wolber Import AB (importer, sales agent, retailer, wholesaler), Katarinavagen 20, Stockholm. WTD 7/26/66.

SWITZERLAND—Embossing machine with typewriter keyboard for preparation of address plates; plate material that can be typed on but which is suitable for use as address plate. Sadrag (manufacturer, manufacturer's agent), P.O. Box 4633, Laufelfingen, Baselland. WTD in preparation.

358 Service industry machines

GERMANY—Air conditioning equipment for industrial uses, c.i.f. European ports. Dortmunder Brueckenbau C.H. Jucho (manufacturer), 100 Juchostrasse, 46 Dortmund-Wambel. WTD 7/27/66.

HONDURAS—Complete laundry equipment for use in a hospital of 160 beds. Quote prices c.i.f. La Ceiba or f.o.b. New Orleans. Hospital Vicente D'Antoni (hospital), c/o P.M. Carlos Cervantes, La Ceiba. WTD in preparation.

NETHERLANDS—Cryogenic equipment for industrial use. N.V. Ingenieursbureau v/h J. M. C. van Borselen & Co. (importer, wholesaler), 10 Parkstraat, The Hague. WTD 7/6/66.

361 Electric transmission, distribution equipment

● **INDIA**—Two 75 mva transformers and four 100 mva transformers. Tender No. HCP/TLC-1/June 1966. Power circuit breakers, instrument transformers, disconnecting switches and lightning arresters. Tender No. HCP/TLC-2/June 1966. Control panels for 220 kv system. Tender No. HCP/TLC-4/June 1966. Bid deadline for all tenders is Sept. 20. Chief Engineer, Hydro Electric Construction Projects, Post Bag No. 360, Race Course Cross Rd., Bangalore—9. Copy of specifications available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **NEW ZEALAND**—Seven single phase, double wound TCOL transformer units, each 6.667 mva, 110/6.35 kv, 50 cycles to form two outdoor 20 mva, 110/11 kv, three phase transformer banks with one spare unit. Contract No. 492, bid deadline, Sept. 27. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4241).

● **NIGERIA**—Supply and erection of outdoor switchgear, transformers and accessories for 132 kv substations. Tender No. 1033/400, bid deadline Oct. 31. Tender documents available from The Secretary, The Electricity Corporation of Nigeria, 24-25 Marina, P.M.B. 2030, Lagos, on payment of $112 (not refundable). Short precis of extent of work obtainable available from the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **BURMA**—500–220/230 v, single phase, 50 cycle, a.c. 1.5 hp. electric motors and 500–1 hp. motors. Tender No. 1396/3(T)/MCY-X-1/(65-66), bid deadline Sept. 30. Chairman, Trade Corp. No. 13, P.O. Box 1391, Rangoon.★ (Telephone: 202-WO 7-4241).

● **ECUADOR**—8 diesel generator sets for

water treatment plants and water works, 3 phase, 115/230 volt, 60 cycle; 2 sets rated 140 kilowatts, 2 sets rated 125 kw., 1 set rated 50 kw. and 3 sets rated 15 kw. Inter-American Development Bank Loan. Specifications, tender and correspondence in Spanish only. Tender No. 9, bid deadline Sept. 15. Oficina de Jefe del Departmento Administrativo del Instituto Ecuatoriano de Obras Sanitarias (IEOS), Calle Piedrahita (Casilla 680), Quito. One copy of specifications available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

PAKISTAN—Industrial controls—instruments for the control and measurement of temperature, humidity, etc. Requests catalogs and quotations c. & f. Karachi. S. M. Jaffer and Co., 7 West Wharf Rd., P.O. Box 4488, Karachi. WTD 7/5/66.

363 Household appliances

AUSTRIA—Electric cooking, food serving, and other labor-saving equipment 220 V/50 cycles, for households, restaurants, and hotels. Direct purchase and agency. Requests replies in German. Handels-Union Josef Resch (importer, wholesaler, manufacturers' agent), Bahnhofstrasse 10, A-6901 Bregenz. WTD 7/26/66.

BELGIUM—All kinds of small and large household electric appliances (220 V) including but not limited to: electric cooking stoves, dishwashers, washing machines, food and beverage mixers, fryers, toasters, broilers, coffee grinders and percolators, vacuum cleaners. Interachat S.C. (importing distributor), 30 Rue des Alcyons, Berchem-Ste-Agathe. WTD 7/8/66.

FRANCE—Household cooking equipment: hot plates, grills, percolators, toasters, electric fans, electric air heaters, deep fat fryers, flat irons, food mixers, coffee makers. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris, 8e. WTD 4/6/66.

GERMANY—Household dish washing machines; household refrigerators and freezers; ductless range hoods of metal for households; air conditioners of all kinds, portable for home use. Export and/or sales representation. Requests price quotations c.i.f. European ports, and replies in German. Manfred Hoffmann (importer, distributor). Postfach 24 or 14-22 Batheyerstrasse, 58 Hagen-Kabel. WTD 8/2/66.

364 Electric lighting, wiring equipment

● **PAKISTAN** — Miscellaneous electrical equipment for electrical power laboratory, such as rectifiers and regulators. Tender No. S-11/176 (repeat)/65-66/IDA/H, bid deadline Sept. 26. The Director of Supply, Government of East Pakistan, 48 Motijheel, Dacca. Copy of specifications available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

365 Radio, television receiving sets

BELGIUM—Portable television sets, hi-fi radio receivers, and recorders. Interachat, S.C. (importing distributor), 30 Rue des Alcyons, Berchem-Ste-Agathe. WTD 7/8/66.

FRANCE—Phonograph records (classic and popular music). Direct purchase and agency. Art, Technique—Commerce/C.B.S. (producer, importer, wholesaler), 42 Rue de Paradis, Paris, 10e. WTD 2/28/66.

366 Communication equipment

● **KENYA**—Automatic telephone exchange with an initial capacity of 600 lines and an ultimate capacity of 1200 lines. Tender document will be furnished by the Crown Agents for Overseas Governments and Administrations, 4 Millbank, London, S.W.I., to qualified, registered bidders. Reference should be made to DF 4252 of July 29, 1966.

NETHERLANDS—Aircraft control systems, navigational electronic equipment for aircraft, electric, electronic and micro-wave communication equipment. Air Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

● **SYRIA**—Supply of stackable rural carrier system, spare parts, power supply, accessories and tools, and instruction manuals and drawings. Tender No. 539-A. Director of Planning and Studies, Posts and Telecommunications Establishment, Damascus.★ (Telephone: 202-WO 7-4823).

367 Electronic components, accessories

ENGLAND—Metal oxide or ceramic high stability resistors. G. A. Stanley Palmer Ltd. (manufacturer, exporter, importer, agent), Island Farm Ave., West Molesey Trading Estate, Surrey. WTD 1/27/66.

NETHERLANDS—Electronic testing, measuring and control equipment, sensors and electronic components. Air Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

369 Electrical machinery, equipment, supplies

NETHERLANDS—Aircraft batteries and chargers, aircraft starting motors and generators. Schreiner & Co. N.V. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

● **PAKISTAN**—8 lead acid batteries, 6 volts, dry charged; 8 electrolytes, 1 quart size for batteries; 2 fuse pullers, 250 volts, 1 to 200 amps; 2 fuse pullers, 600 volts, 60 to 400 amps. Tender No. S-11/177/65-66/Y/IDA, bid deadline Sept. 20. Procurement IDA financed. The Director of Supply, Government of East Pakistan, 48 Motijheel, Dacca. Copy of specifications available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **U.A.R.**—Supply of one X-ray apparatus set, radiographic and fluoroscopic, medical field; 100 MA, 110-220 volts, 50-60 cycle a.c., for delivery c. & f. Port Said, U.A.R. Tender No. 6-23596, bid deadline Sept. 13. Mr. D. Hussey, Rm. 2166-G, Telephone: PL 4-1234, Ext. 3637, United Nations Bldg., New York, N.Y.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

GERMANY—All kinds of new and used military cars and trucks; new and used parts and accessories. Isaac Chalbani (importer), 2000 Hamburg 36, 44 Gaensemarkt. WTD 8/1/66.

372 Aircraft, parts

NETHERLANDS—Aircraft assemblies-subassemblies and parts, aircraft engines and parts, aircraft power transmission equipment. Air-Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

Aircraft, aircraft assemblies, sub-assemblies and parts, aircraft engines and power transmission equipment, target drones. N. V. Schreiner & Co. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

374 Railroad equipment

● **CHILE**—Supply of 7 passenger train cars and spares; also wheel lathe, tool lathe, pile driver and a concrete transport pump. Bid deadline Sept. 22. Ferrocarriles del Estado, Avda. B. O'Higgins 924, 8° piso, Santiago, Chile. Correspondence preferred in Spanish. Bidder must be legally represented in Chile. Payment under loan of $2 million granted Chile State Railroads by Kreditanstalt for Wiederaufbau of West Germany. Loan not announced as tied loan but all bids must be approved by Kreditanstalt Bank. Tender document, in Spanish, may be viewed in Rm. 4314, Transportation Equipment Division, BDSA-596, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4817).

381 Engineering, laboratory, scientific, research instruments

● **INDIA**—Supply of 4 side telescope microptic theodolites; 4 microptic theodolites; 4 precision levels; 4 automatic alidates; 6 compasses. Tender No. 224/43/066/25.5.66, bid deadline Sept. 30. Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender Documents available for $1 per copy from India Supply Mission 2536 Massachusetts Ave., NW., Washington, D.C. 20008. I.S.M. Reference No. D/ENQ/2080.

JAPAN—Ultracentrifuges for medical and biochemical use; vacuum leak detectors employing radio-isotope gases; high power output magnetron/krystrons for large radar system. Hakuto Co., Ltd. (importer), Toranomon Sangyo Bldg., 1 Shiba Kotohira-cho, Minato-ku, Tokyo. WTD 3/30/66.

● **JORDAN**—Supply of sound pickups (sound-probe microphone) for controlling the charge level of tube mills to permit a constant monitoring during the process of grinding. Tender No. 41/66, bid deadline Sept. 15. Estimated value $6,000. Jordan Cement Factories Co., P.O.B. 610, Amman.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Aircraft flight instruments, air speed instruments, thermocouples and automatic temperature controls, monitoring systems for chemical and other industries. Air Parts International N.V. (importer, wholesaler), 149 Haagweg, Rijswijk (Z-H). WTD 6/22/66.

Meteorological instruments, except optical, aircraft flight instruments. N. V. Schreiner & Co. (importer), 19 Prinsessegracht, The Hague. WTD 6/22/66.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Meters for natural gas, water and oil. Ekram Corp. (importing distributor), 18 MacLagan Rd., Lahore, West. WTD 7/29/66.

Thermostat for electric irons, elements for kettles, coffee percolators, toasters, heater rods.

Electric current AC 50 cycles, single phase, 200/220 volts. Fazal Karim & Sons (manufacturer), Circular Road, Sialkot, West Pakistan. WTD 7/21/66.

384 Surgical, medical, dental instruments

BELGIUM—Bandages, gauzes and adhesive plasters. Direct purchase or exclusive agency. Societe Belge de Pharmacie—Sobelpha (importer), 306 Avenue de la Couronne, Brussels. WTD 7/19/66.

● **IRAQ**—Supply of 400 chrome plated electric automatic sterilizers with automatic heat control and cut-out boiler, 210 to 250 volts a.c., single phase, 50 cycles. Tender No. 47/66, bid deadline Oct. 2. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Surgical and dental instruments; orthopedic, prosthetic and surgical appliances. The Medical Supplies Regd. (importing distributor), Iqbal St., Sialkot 1, West. WTD 7/26/66.

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386 Photographic equipment

PAKISTAN—X-ray films. The Medical Supplies Regd. (importing distributor), Iqbal St., Sialkot 1, West. WTD 7/26/66.

391 Jewelry, silverware, plated ware

NETHERLANDS—Vanity cases and compacts, inexpensive costume jewelry, novelties. Dutch and Oriental Trading (manufacturer, importer), P.O. Box 597, The Hague. WTD 7/13/66.

394 Toys, amusement, sporting goods

BELGIUM—Sporting goods, camping articles, out-door games, toys. Direct purchase and/or agency. Governor S.A. (importer, manufacturer), 61-69 Rue Piers, Brussels. WTD 7/1/66.

Sporting goods, general for gymnasium; all kinds outdoor games. Mr. Max Vassart (manufacturer), 38 Rue Harzee, Ligny. WTD 7/12/66.

FRANCE—New types of toys: mechanical and nonmechanical, such as toy furniture, doll carriages and carts, construction sets, mechanical trains, toy guns, air rifles. Agence Generale d'Echanges Commerciaux—AGECO (importer, exporter), 60 Rue Pierre Charron, Paris, 8eme. WTD 4/6/66.

GERMANY—All kinds of mechanical and nonmechanical toys, indoor and outdoor games. Steidtmann & Nagel (importer), 2000 Hamburg 1, 17 Moenckebergstrasse. WTD 8/1/66.

Unstrung tennis racket frames; tennis balls; tennis shoes (Bata) and other types; strings for tennis rackets—catgut and synthetic; c.i.f. German ports. Direct purchase and agency. H. H. Schmidt & Co. KG. (wholesaler, manufacturer, agent, importer, exporter) 36-36A Ad. Kolpingstrasse, 565 Solingen-Wald. WTD 7/15/66.

Prefabricated swimming pools and accessories; c.i.f. European ports. Broecking & Thiemer Nachfolger, Handel und Import (manufacturer, agent, importer), 45 Unterdoernen, 56 Wuppertal-Barmen. WTD 7/27/66.

PAKISTAN—Books for juveniles, toys, picture cut-outs. Mirza Book Agency (importing distributor), 65 The Mall, Lahore, West. WTD 7/27/66.

VENEZUELA—Educational toys and hobbies, all kinds. Requests replies in Spanish. Hobby Center C.A. (importer, distributor, sales agent), Calle Union de Sabana Grande, Edificio Don Laureano, Local 1, Caracas. WTD 7/25/66.

395 Pens, pencils, office, artists' supplies

BELGIUM—Ball point pens and markers. Exclusive agency and direct purchase. Intercontinental Distributing Co. S.A. (importer), 49A Boulevard Clovis, Brussels. WTD 7/7/66.

HONG KONG—Refills and springs for ball point pens; requests quotations c. & f. Hong Kong. Tai Hing & Co. (importer, exporter, retailer), Third Floor, Flat A, Island Bldg., 439-445 Hennessy Rd., Hong Kong. WTD 1/13/66.

399 Manufacturing industries

BELGIUM—Gift novelties, goods suitable as small presents, souvenirs, household gadgets. Direct purchase and/or agency. Intercontinental Distributing Co. S.A. (importer), 49A Boulevard Clovis, Brussels. WTD 7/7/66.

Rubber squeegees and other mechanical window cleaning equipment. Direct purchase, exclusive representation. M. J. Brepoels (manufacturer, exporter, importer), 681-683 Chaussee de Haecht, Brussels. WTD 7/11/66.

FRANCE—Novelties, giftware, fancy items, advertising articles, baubles, smokers' requisites, and related lines of products, low- and medium-priced, suitable for sale in France. Direct purchase and potential sales agent. Requests replies in French. Edmond Fillon (wholesaler, dealer). 12 Rue Alsace-Lorraine; 79-Parthenay, Deux-Sevres. WTD 7/25/66.

PAKISTAN—Brushes, fiber for use in cleaning and polishing of stainless steel instruments. Saleem & Naeem (manufacturer), 315 Greenwood St., Sialkot, West. WTD 7/21/66.

503 Dry goods, apparel

GERMANY—Second-hand parkas-coats. Otto J. Weyermann (importer, wholesaler), 9 Sielstrasse (P.O. Box 2233), 285 Bremerhaven. WTD 1/13/65.

Switch gear equipment needed for Japanese power station

Japan's Electric Power Development Co. Ltd. is requesting bids for one set of metal clad switchgear consisting of circuit breaker, disconnecting switch, transformer, instrument transformer, neutral grounding resister, electrostatic condenser and lightning arrester, and one lot of metal-enclosed buses. This equipment, requested under Tender No. Kuzuryu-14, will be used in the Nagano power station to be constructed in Fukui Prefecture.

Bidders must be experienced in design and the manufacture prior to June 30, 1966 of one or more sets of air blast circuit breakers with a rated voltage of 20 kv and of a breaking capacity of not less than 2,500 mva, and one or more sets of metal clad switch gear connected with a hydraulic turbine generator of the capacity of not less than 70,000 kva.

The deadline for submission of bids is Sept. 20. Bids are to be sent to the Electric Power Development Co. Ltd., No. 2 Tekko Bldg., 1, 1-chome, Marunouchi, Chiyoda-ku, Tokyo.

Copies of tender conditions and specifications are available from the Power & Electrical Equipment Division, Rm. 4124, BDSA-662, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

E. Pakistan issues tender on ammonium sulphate plant

The Chief Purchase Officer, East Pakistan Industrial Development Corp., EPIDC House, Motijheel, Dacca, has issued Tender No. PD-IV/52/641/66-67, for the design and supply of an integrated ammonium sulphate plant, which should have the capacity to produce 12,000 metric tons of ammonium sulphate per year of 300 days. The plant is to be based on ammonia produced in the existing ammonia plant and sulphuric acid produced from imported sulphur. Bid deadline is Oct. 4.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-588, U.S. Department of Commerce, Washington, D.C., 20230. Telephone 202-WO 7-5589.

Iraq extends bid deadline again on teaching hospital

The deadline for contractors to submit bids on the construction of the Teaching Hospital in Basra City has again been extended by Iraq's Ministry of Housing to Sept. 13 instead of Aug. 16. (INTERNATIONAL COMMERCE, July 18, p. 72).

Interested bidders can obtain tender documents and drawings for U.S. $700 (not refundable) from the Directorate General of Buildings (Main Building Projects Section), Ministry of Works and Housing, Salihiya, Baghdad.

Iraq sets new deadline for Baghdad University

The Iraqi Ministry of Works and Housing has again extended the deadline to bid on the Baghdad University (Third Phase), Contract No. 3 from Sept. 6 to noon, Oct. 11. (INTERNATIONAL COMMERCE, June 6, p. 30).

Specifications and tender documents may be purchased for U.S. $896 from, and are available for examination in the office of the consultants, Architects Collaborative International, 63 Brattle St., Cambridge, Mass. 02108.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

145 Clay, ceramic, refractory minerals

TAIWAN—Bentonite. J. K. International Corp. (importer, agent), 22 Lane 16, Chungshan North Rd., Sec. 2, Taipei. WTD in preparation.

194 Sighting, fire control equipment

PAKISTAN—Fire control equipment for modern multi-story buildings. Requests catalogs and quotations c. & f. Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., P.O. Box 3965, Karachi 4. WTD 7/22/66.

220 Textile mill products

GERMANY—Fabrics for making women's garments; shirting fabrics, both of blends of cotton and polyester fiber. Quotations c.i.f. Bremen preferred. Small samples requested. Lattreuter & Co. (agent), 69 Gravelottestrasse, 28 Bremen. WTD 8/12/65.

SOUTH AFRICA—First quality attractive novelty dress fabrics, plain and printed in synthetic fibers, rayons and mixtures, widths 36″ and 44/45″, for cocktail and afternoon wear; printed woven cottons for women's and children's dresses, 36″ and 44/45″ widths, preferably 80 x 80 construction; knitted cotton fabrics, in fancy weaves and plains, for women's afternoon dress wear; blouse fabrics, woven, plain and printed, widths 36″ or 45″, attractive designs and good quality in synthetic fibers and rayons; men's shirtings in plain and fancy weaves, 65% polyester, 35% cotton in high count and first quality only; first quality men's suitings in synthetics or mixtures 58/60″ wide, weights 8 to 12 ozs., fancy designs only, preferably in dark shades; first quality fine linings for men's top coats and jackets, fancy weaves preferred, with maximum 2% shrinkage; requests replies from mills or their accredited export agents or from first class converters; desires attractively mounted samples with feelers 15″ x 18″ minimum showing colors and designs; prices to include agents 6% commission. Mill Agents South Africa (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town, Cape Province. WTD 7/25/66.

Textile piece goods (cotton materials and synthetic fabrics) for men's and women's clothing industry. J. Bock & Son (Pty.) Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

221 Broad woven fabric mills, cotton

FRANCE—Cotton upholstery fabrics. Requests replies in French. Pierre Lebhar (agent), 37 Rue du Depart, Paris, 14e. WTD 7/21/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Manmade fiber and silk upholstery fabrics. Requests replies in French. Pierre Lebhar (agent), 37 Rue du Depart, Paris, 14e. WTD 7/21/66.

SOUTH AFRICA—Upholstery materials, mainly synthetic mixtures, popular priced for volume business. J. Bock & Son (Pty.) Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

223 Broad woven fabric mills, wool

FRANCE—Wool upholstery fabrics. Requests replies in French. Pierre Lebhar (agent), 37 Rue du Depart, Paris, 14e. WTD 7/21/66.

MONACO—Woolen drapery fabric. Exclusive agency. Requests replies in French. Edward's Draperies (importer), 13 Blvd. Charles III, Monaco, Principality of Monaco. WTD 8/3/66.

228 Yarn, thread mills

SOUTH AFRICA—Synthetic yarns for the knitting industry. J. Bock & Son (Pty.) Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

231 Men's, youth's, boys' suits, coats, overcoats

MONACO—Men's suits, all kinds. Exclusive agency. Requests replies in French. Edward's Draperies (importer), 13 Blvd. Charles III, Monaco, Principality of Monaco. WTD 8/3/66.

233 Women's, misses', juniors' outerwear

MONACO—Dresses, suits and related items for women. Requests replies in French. Exclusive agency. Edward's Draperies (importer), 13 Blvd. Charles III, Monaco, Principality of Monaco. WTD 8/3/66.

249 Wood products

THAILAND—Teak oil and wood preservatives on an exclusive representation basis. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Road, Bangkok. WTD 7/6/66.

259 Furniture, fixtures

IRAN—Venetian blinds, all types. Requests descriptive brochure and price quotations c. & f. Khorramshahr. Arick Trading Co. (importer), P.O. Box 433, Tehran. WTD 6/28/66.

THAILAND—Decorating materials for interior and exterior. Exclusive agency. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Road, Bangkok. WTD 7/6/66.

264 Converted paper, paperboard products

BELGIUM—Cleaning, tissues, paper baby bibs, disposable diapers and disposable nipples for babies. Exclusive agency. Societe Belge de Pharmacie-Sobelpha (importer), 306 Avenue de la Couronne, Brussels. WTD 7/19/66.

FRANCE—Stationery, school and office supplies, and related items suitable for sale in France to retail stores and printing shops. Laroche-Joubert & Cie. (Papeteries) (manufacturer), 2 Rue Leonard-Jarraud; 16-Angouleme, Charente. WTD 7/26/66.

IRAN—Wall papers, all types. Requests descriptive catalogs and price quotations. C. & f. Khorramshahr. Arick Trading Co. (importer), P.O. Box 433, Tehran. WTD 6/28/66.

266 Building paper, board mills

BELGIUM—Building finishing materials such as insulation board and material, and acoustical tile. F. Bourgeois et Fils (contractor), 180 Chaussee de Mons, Brussels. WTD 7/11/66.

281 Industrial chemicals

BELGIUM—Intermediate chemical products such as paint additives, and additives for the plastics, metal, textile and rubber industries. Exclusive representation for Benelux and French speaking Africa. Byk Belga S.A. (importer, exporter, wholesaler), 35 Avenue Rogier, Brussels. WTD 7/26/66.

DOMINICAN REPUBLIC—Soda ash for use in water purification system. Consultores Tecnicos Asociados, S.A. (commission agent), El Conde 15, Santo Domingo. WTD in preparation.

FRANCE—Crude, or basic industrial chemicals, principally high-quality chemicals for the cellulose and paper industry, and the chemotechnical industries. Also pigments, dyestuffs, colors, solvents, and finishing ingredients for paint and varnish manufacturers. Interested only in agency, and/or distributorship, for France or section thereof. Request replies in French. Loude Freres, S.A. (dealer, agent), 1-25 Rue Plantevigne; 33- Bordeaux, Gironde. WTD 1/24/66.

PAKISTAN—Borax granular, boric acid powder, feldspar, salt cake used in glass industry; nitre; fuller's earth for bleaching; sodium bicarbonate; potassium chlorate; and liquid chlorine. Requests quotations c. & f. Karachi. Afzal Trading Corp. (importer), Shaikh Chamber, Near Light House Cinema, Bunder Rd., Karachi. WTD 3/28/66.

TAIWAN—Textile chemicals. J. K. International Corp. (importer, agent), 22 Lane 16, Chungshan North Rd., Sec. 2, Taipei. WTD in preparation.

283 Drugs

FRANCE—Bulk organic and inorganic chemicals and derivatives, preferably crude or basic materials and ingredients of high-quality for use by pharmaceutical laboratories. Interested only in agency (and/or distributorship) for France or section thereof. Request replies in French. Loude Freres, S.A. (dealer) 1-25 Rue Plantevigne; 33- Bordeaux, Gironde. WTD 1/24/66.

Medicinal and pharmaceutical products and specialties (including antibiotics), preferably new patented products suitable for sale in France. Laboratoires d'Opochimiotherapie (producer, wholesaler), 62 Boulevard des Recollets; 31- Toulouse, Haute-Garonne. WTD 7/25/66.

289 Chemical products

GREECE—Parachute flare, MK 24, MOD 3, 1,600,000 watt, 700,000 candles power, 3 minutes duration. Sales agent wishes to represent U.S. manufacturer or his export agent for participation in bidding contests. Requests complete literature, including description of other items possibly produced or handled. Exclusive agent. A. C. Triandafyllides S.A. (sales

agent), 7 Ippocratous St., Athens. WTD in preparation.

THAILAND—Cement additive for waterproofing and hardening. Exclusive agency. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Road, Bangkok. WTD 7/6/66.

307 Plastic products

FRANCE—Polyethylene bags, plain or printed, in various sizes and gauges, including small bags (net content from 500 to 1,000 grams) suitable for packaging fruits and other food products, and large-size plastic bags (net content 50 kilograms and up) for packaging agricultural chemicals, farm products, etc. Also polyethylene sheets and plastic film material in rolls (in widths of 1.50, 3.00 and 6.00 meters) for important farm applications, such as silage covers, protection of newly-sowed fields, of crops, of flower-beds, and related uses. Price quotations and descriptive literature requested. Georges Dubedout Fils & Co., (Etablissements) (wholesale dealer, sales agent), 30 Allees d'Orleans; 33- Bordeaux, Gironde. WTD 11/8/65.

311 Leather tanning, finishing

LEBANON—Upper leather for the shoe industry. A. Sahmarani Freres (importer), P.O. Box 291, Allenby St., Beirut. WTD 3/22/66.

SOUTH AFRICA—Upper leathers for the footwear industry. J. Bock & Son (Pty.) Ltd. (manufacturers' agent), P.O. Box 2038, Cape Town, Cape Province. WTD 1/27/66.

313 Boot, shoe cut stock, findings

LEBANON—Boot and shoe findings. A. Sahmarani Freres (importer, commission merchant), P.O. Box 291, Allenby St., Beirut. WTD 3/22/66.

326 Pottery, related products

BELGIUM—All kinds of vitreous china plumbing fixtures and bathroom accessories. F. Bourgeois et Fils (contractor), 180 Chaussee de Mons, Brussels. WTD 7/11/66.

329 Abrasive, asbestos, nonmetallic mineral products

BELGIUM—Vinyl asbestos floor tile, and other floor and wall covering materials. F. Bourgeois et Fils (contractor), 180 Chaussee de Mons, Brussels. WTD 7/11/66.

THAILAND—Insulation materials on an exclusive representation basis. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

335 Rolling, drawing, extruding nonferrous metals

DOMINICAN REPUBLIC—Galvanized tubing. Consultores Tecnicos Asociados, S.A. (commission agent), El Conde No. 15, Santo Domingo. WTD in preparation.

THAILAND—Aluminum extrusions for doors and windows. Exclusive agency. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

342 Cutlery, hand tools, general hardware

BELGIUM—All kinds of special building finishing hardware products. F. Bourgeois et Fils (contractor), 180 Chaussee de Mons, Brussels. WTD 7/11/66.

THAILAND—Building hardware including door locks and knobs. Exclusive agency. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

343 Heating apparatus, plumbing fixtures

PAKISTAN—Boilers and equipment for the distribution of steam. Requests catalogs and quotations c. & f. Karachi. S. M. Jaffer and Co. (importer), 7 West Wharf Rd., P.O. Box 4488, Karachi. WTD 7/5/66.

344 Fabricated structural metal products

PAKISTAN—Doors, windows and ventilators —steel and plastic coated steel. Requests catalogs and quotations c. & f. Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., P.O. Box 3965, Karachi 4. WTD 7/22/66.

352 Farm machinery

DOMINICAN REPUBLIC—Peanut digging machinery. Atlantica, C. por A. (importer, retailer), Avenida Maximo Gomez, Santo Domingo. WTD 2/7/66.

353 Construction, mining, materials handling machinery, equipment

DOMINICAN REPUBLIC—Industrial conveyor belts and equipment for use in sugar mills. Consultores Tecnicos Asociados, S.A. (commission agent), El Conde No. 15, Santo Domingo. WTD in preparation.

PAKISTAN—Elevators, passenger, electric and elevators, freight, electric. Requests catalogs and quotations c. & f. Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., P.O. Box 3965, Karachi 4. WTD 7/22/66.

SWEDEN—Automated conveyor systems for medium sized industries. Ingenjorsfirma Mecmatic AB (engineer), Anders Reimers vag 18, Stockholm. WTD 7/28/66.

354 Metalworking machinery

FRANCE—Coil winding machines. Etudes et Fabrications (manufacturer, dealer), 84 Rue d'Hauteville, 75 Paris (10). WTD 2/23/66.

PAKISTAN—Capstan and turret lathes; milling machines, universal and plain; radial drilling machines; threading machines and shapers of stroke over 18". Requests catalogs and quotations c. & f. Karachi. S. M. Jaffer and Co. (importer), 7 West Wharf Rd., P.O. Box 4488, Karachi. WTD 7/5/66.

355 Special industry machinery

PAKISTAN—Machinery and equipment for the canning of fish. Requests quotations c. & f. Karachi. S. M. Jaffer and Co. (importer), 7 West Wharf Rd., P.O. Box 4488, Karachi. WTD 7/5/66.

TAIWAN—Foundry machinery and equipment. J. K. International Corp. (importer, agent), 22 Lane 16, Chungshan North Rd., Sec. 2, Taipei. WTD in preparation.

356 General industrial machinery

THAILAND—Fire fighting equipment including portable fire extinguishers for automobiles. Exclusive agency. Aik Hong Co. Ltd. (importer), 672-6 Samyek, New Rd., Bangkok. WTD 7/6/66.

357 Office, computing, accounting machines

PAKISTAN—Electronic computers. Requests catalogs and quotations c. & f. Karachi. Techtronics Corp. (importer, agent), 221 Sharfabad, 16th St., Karachi. WTD 7/22/66.

SWITZERLAND—Office machines and equipment, particularly addressing machines. Sadrag (manufacturers' agent, manufacturer), P.O. Box 4633 Laufelfingen, Baselland. WTD in preparation.

361 Electric transmission, distribution equipment

FRANCE—Ultrasonic nondestructive testing equipment. Budd S.A. (manufacturer, importer), 52 Avenue de Neuilly, 92 Neuilly s/Seine. WTD 2/25/66.

SOUTH AFRICA—Spectrum analysers for testing H.F. single sideband transmitters. Electrolink (Pty.) Ltd. (manufacturers' agent), P.O. Box 1223, Cape Town, Cape Province. WTD 9/10/65.

362 Electrical industrial apparatus

BELGIUM—Motor repair parts, diesel-electric and gasoline-electric. Mecanicongo S.A. (importer, exporter), 95 Rue Ducale, Brussels. WTD 7/22/66.

DOMINICAN REPUBLIC—Electric motors for industrial use. Consultores Tecnicos Asociados, S.A. (commission agent), El Conde No. 15, Santo Domingo. WTD in preparation.

VENEZUELA—Electric welding apparatus and accessories 110 v, 50/60 cycle. Electrorep, C.A. (sales agent), (Apartado 5246), Calle El Leon Quinta Rosmar, Urb. Parque Nacional, Caracas. WTD 7/26/66.

363 Household appliances

DOMINICAN REPUBLIC—Refrigerators, parts and equipment, for domestic use. Nino Ieromazzo, Comercial Refrigeradora (importer, retailer), Calle 19 de Marzo esq. Arzobispo Nouel, Santo Domingo. WTD in preparation.

SWITZERLAND—Small electric household appliances and tools, especially anything that can be sold directly to consumer by mail. Must be 220 v. H. Baumgartner (manufacturers' agent), 28 St. Albanvorstadt, 4000 Basel. WTD 7/21/66.

364 Electric lighting, wiring equipment

BELGIUM—Outlets, switches, wiring devices, connectors, transmission hardware, electrical conducts, boxes, covers. Mecanicongo S.A. (importer, exporter), 95 Rue Ducale, Brussels. WTD 7/22/66.

365 Radio, television receiving sets

BELGIUM—Radio and television receivers, household. Mecanicongo S.A. (importer, exporter), 95 Rue Ducale, Brussels. WTD 7/22/66.

FRANCE—Recorded tapes. Art, Technique—Commerce/C.B.S. (producer, importer, wholesaler), 42 Rue de Paradis, Paris, 10e. WTD 2/28/66.

VENEZUELA—Magnetic recording tape for video and sound. Electrorep, C.A. (sales agent), (Apartado 5246), Calle El Leon, Quinta Rosmar, Parque Nacional, Caracas. WTD 7/26/66.

366 Communication equipment

BELGIUM—Radiotelephone transmitting and receiving sets (SSB-VHF and VHF professional, military type). Societe Belge Oerlikon (importer, manufacturer), 12 Rue Belliard, Brussels. WTD 7/13/66.

FRANCE—Radio equipment for aviation. Air Express Service Aviradio (importer, wholesaler), 40 Rue Ernest Renan, 92 Issy-les-Moulineaux. WTD 2/8/66.

367 Electronic components, accessories

FRANCE—Electronic components, parts, instruments, and accessories for aircraft and aero-spatial instrumentation. Also electric and electro-mechanical equipment, all categories, for the aircraft and aerospace industries. Jean Florin (sales agent), 344 Avenue de Tivoli; 33-Le Bouscat, Gironde. WTD 8/1/66.

VENEZUELA—Transmitting, receiving and industrial tubes; transistors; transformers; resistors; diodes, antennae. Electrorep, C.A. (sales agent), (Apartado 5246), Calle El Leon, Quinta Rosmar, Urb. Parque Nacional, Caracas. WTD 7/26/66.

369 Electrical machinery, equipment, supplies

VENEZUELA—Electronic medical equipment, 110v, 50/60 cycles. Electrorep, C.A. (sales agent), Apartado 5246, Calle El Leon, Quinta Rosmar, Urb. Parque Nacional, Caracas. WTD 7/26/66.

371 Motor vehicles, motor vehicle equipment

BELGIUM—Automotive accessories, novelties, such as deluxe steeringwheels, mirrors, ash trays and other automotive gadgets. Exclusive agency. Speed Power Economy Equipment (importer, wholesaler), 62 Chaussee de Bruxelles, Meise. WTD 7/28/66.

Repair and replacement parts for cars and trucks; all trademarks. Mecanicongo S.A. (importer, exporter), 95 Rue Ducale, Brussels. WTD 7/22/66.

372 Aircraft, parts

GERMANY—Mechanical and electronic equipment for military and civilian aircraft; airborne weapons. Conti-Flug Gesellschaft fuer Luftfahrtbedarf mbH. (manufacturers' agent), 13 Gereonstrasse, 5 Koeln a. Rh. WTD 7/28/66.

Electric and electronic equipment for airports; aircraft, military and civilian; starting equipment for aircraft; hydraulic repair and working platforms for aircraft; baggage transporting equipment and large room freight-transporting equipment for airports. Request price quotations c.i.f. Hamburg or Bremen. Houchin Ltd. (manufacturers' agent), 15 Neuenweg, 506 Bensberg bei Koeln. WTD 7/22/66.

381 Engineering, laboratory, scientific, research instruments

PAKISTAN—Scientific and research instruments and apparatus, all kinds. Requests catalogs and quotations c. & f. Karachi. Techtronics Corp. (importer), 221 Sharfabad, 16th St., Karachi. WTD 7/22/66.

384 Surgical, medical, dental instruments

BELGIUM—Surgical dressings and bandages used in operation rooms and hospitals, and ligatures. Exclusive representation. Laboratoires Biergon S.A. (importer, exporter, manufacturer), 3 Rue Soeurs-de-Hasque, Liege. WTD 7/22/66.

386 Photographic equipment

SOUTH WEST AFRICA—Photographic apparatus, equipment and supplies, particularly projection screens in various sizes for amateur use; first class quality and competitive prices essential. Taeuber & Corssen S.W.A. (Pty.) Ltd. (manufacturers' agent, distributor), P.O. Box 183, Windhoek. WTD 7/25/66.

507 Hardware, plumbing, heating equipment, supplies

ECUADOR—Tools, screws, saw blades, chopping axes, machetes, hinges, padlocks. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

509 Wholesalers

ECUADOR—Corrugated roofing material, cardboard, millboard, sulfite paper, wax paper, electric wiring devices. Hector Barona Mariscal (indent agent), P.O. Box 3230, Guayaquil. WTD 6/6/66.

Leads for Importers

Commodities are offered direct unless specified

201 Meat products

FRANCE—Sausage casings of good quality, packed in small or large size casks, such as sheep casings, raw, available in different sizes (20 to 100 yards); beef casings ("gros"; "menus"; "originaux"; "calibres"), and hog casings ("gros"; "menus"; "originaux"; "calibres"). Also rennet stomach or bag (veal), dried; and melted industrial tallow. Wholesale exportation, direct or through agents. Boyauderie du Poitou (Etablissements Victor-Bonneau) (wholesaler, exporter), Route de Paris; 86-Poitiers, Vienne. WTD 11/5/65.

242 Sawmills, planing mills

BRAZIL—Sawed or in log, Brazilian hardwoods such as Brazilian rosewood, Brazilian teak, peroba, yellow sicupira, Goncalo Alves, Sebastiao Arruda, pau marfim. Direct sale or through well-established agents. Interested in constituting American representative. Walter Pinto Vieira Figueiredo (agent), Edificio Navemar, Rua Quintino Bocaiuva 16, 4° andar, sala 410, Vitoria, Estado do Espirito Santo. Caixa Postal 1137, Vitoria. WTD 7/28/66.

249 Wood products

BRAZIL—Rosewood trays, dish-plates, bowls and ashtrays. Direct sale or through well-established agents. Interested in constituting American representative. Walter Pinto Vieira Figueiredo (agent), Edificio Navemar, Rua Quintino Bocaiuva 16, 4° andar, sala 410, Vitoria, Estado da Espirito Santo. Caixa Postal 1137, Vitoria. WTD 7/28/66.

311 Leather tanning, finishing

BRAZIL—Raw or cured oxen hides. Direct sale or through well-established agents. Interested in constituting American representative. Walter Pinto Vieira Figueiredo, Edificio Navemar (agent), Rua Quintino Bocaiuva 16, 4° andar, sala 410, Vitoria, Estado do Espirito Santo. Caixa Postal 1137, Vitoria. WTD 7/28/66.

342 Cutlery, hand tools, general hardware

FRANCE—Deluxe door-handles and plates, including decorated porcelain articles and metal-alloy and chromimum-plated door-handles and plates in different colors (gold, silver, black and others), available in various types and sizes. Wholesale exportation, direct or through agents. Requests replies in French. Etablissements Dubois, Crespeau & Cie. (manufacturer, exporter), 53 Avenue du Maquis; 46-Cahors, Lot. WTD 1/24/66.

355 Special industry machinery

SWEDEN—Barking machines, saw mill machines such as log haul, log kicker, block side conveyor and chipping machines. Also all kinds of mechanical equipment for frame saw mills such as log sorters, lumber sorters, trimmer tables and automatic stackers. Ingeniorsfirman C.H.E. Johansson (manufacturer, exporter), Nora. WTD 7/18/66.

394 Toys, amusement, sporting goods

AUSTRIA—Hand-tied artificial fishing lures, made from Indian game cock, jungle cock. Contechnic, Techn. Produkte, Handel u. Vertriebsges. m.b.H. (manufacturers' agent), Siebensterngasse 39, A-1070 Vienna. WTD 6/8/66.

GERMANY—Ski equipment of all kinds; ski and apres-ski clothing; fencing equipment and clothing, table tennis bats, badminton rackets; f.o.b. Hamburg. H. H. Schmidt & Co. KG. (wholesaler, manufacturer, agent, importer, exporter), 36-36A Ad. Kolpingstrasse, 565 Solingen-Wald. WTD 7/15/66.

Construction Awards

BURMA—The United Nations has awarded the subcontract for a comprehensive feasibility report and the design of dams for the Mu River Irrigation project to the Italian firm, Italconsult. Work will begin in October.

FRANCE—The Atlantic, Gulf and Pacific Co., 250 Broadway, New York, N.Y., has obtained a dredging contract for work to be undertaken in the Gulf of Fos. The contract calls for the dredging of the basin and channel constructed in the first stage from 16 meters to new depths of 18.50 and 20 meters respectively (first stage —complementary works) and for the dredging of a basin to the depth of 15 meters (second stage). The contract amounts to 28 million francs (about $5.6 million). The work should start in October.

LIBYA—Brown Boveri and Co., Ltd., Baden, Switzerland, was awarded a $3.9 million contract through competitive bidding for the construction of two medium-wave broadcasting stations, one in Tripoli and the other in Baida. Boveri is a Swiss manufacturer of power generation and distribution machinery and high frequency equipment and is represented in Libya by the Sahara Oilfield Services Co. (P.O. Box 800, Tripoli; Telephone 34874), a Libyan American limited partnership.

Boveri's contract with the Ministry of Information and Culture provides for the construction of facilities, supply and installation of equipment such as two 5 kw medium-wave output transmitters, transmitting towers and antennae, diesel electric generating sets and stand-by power sources. Boveri will also undertake and supervise on-site training of Libyan government personnel from Ministries concerned with the operation of the broadcasting stations.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

COLOMBIA—A project costing nearly $10 million to construct and equip a new **university campus** in Medellin is being partially financed by the Inter-American Development Bank (808 17th Street, N.W., Washington, D.C. 20577). The Bank recently announced approval of a loan equivalent to $5.3 million which covers 55% of the total project costs. The University will utilize the loan to build a new 48 hectare campus to replace its scattered and inefficient facilities. To be constructed are **buildings** with a total area of about 100,000 square meters **for professional faculties, a central library, an auditorium and an administration building.** Office, laboratory, schoolroom and building equipment will be purchased.

QUITO—The Minister of Public Works and Communications, who administers the road program, recently itemized the **priority road projects** under the Consortium Road Loan as follows: the highways Duran-Cochancay-Milagro; Santo Domingo-Chone-Bahia; Aloag-Santo Domingo-Quevedo; Quininde-Esmeraldas; and Babahoyo-Duran, and the continuation of construction of roads now being built, such as Santo Domingo-Quininde; Manuel J. Calle-Machala; Quevedo-Babahoyo; and Cajabamba-Pallatanga-Bucay-Chillanes.

Other planned roads of considerable interest and importance are several in the *oriente*, such as the Quito-Papallacta-Baeza; Napo-Misahualli; Gualaceo-Limon-Mendez; and Loja-Zamora-Cumbaratza-Soapaca.

Of immediate interest to U.S. construction firms should be the coming **bid call for the construction of the 117 kilometer Manuel J. Calle-Machala highway,** of which 72 kilometers will be new construction and the remainder will be repair work, and the 90 kilometer Quevado to San Juan portion of the Quevdo-Babahoyo road. U.S. firms wishing to be qualified to bid on these and other projects should **write** for further information to: Comite de Licitaciones, Ministerio de Obras Publicas y Comunicaciones, Quito, Ecuador.

The Guayas Road Commission in July again called for construction and financing **bids for the proposed bridge over the Guayas River** just north of Guayaquil, as no award has been made under the previous call for bids. Firms interested in investigating this opportunity should **write** for further information to: Comite de Licitaciones, Comite de Vialidad del Guayas, Guayaquil, Ecuador. The bid call will close on Sept. 15.

MALAYSIA—(US$1=M$3.06.) Work on a M$13 million low-cost **housing project** on Jalan Pekeliling is to start soon. The municipal architect is now in Denmark completing plans for the project, which will involve the first prefabricated system of construction in Malaysia.

About 20,000 persons will be accommodated on the 23-acre site. There will be seven 17-story blocks and four 4-story blocks, with a total of 3,009 units. Each 17-story block will have 343 double room apartments, and a 4-story block will have 40 two room apartments.

The target date for completion is September, 1968, but the four story blocks are expected to be ready in a year.

The plan also includes a community hall, a market, a car park and probably a school. According to the Federal Capital Commission's Master Plan, multi-million dollar **low-cost apartments** will also be put up at Kampong Kurinchi, off the Federal Highway, and at Jalan Cheras at a cost of M$13 million and M$15 million respectively. The slum district in Lorong Tuanku Abdul Rahman is scheduled to be demolished by the end of this year to make way for a multi-million dollar housing project. A bridge over the Klang River will connect the estate to the Jalan Ampang area. When completed, the estate will have 98 4-story shophouses, 98 offices, 392 apartments and two three-tier car parks.

Write: Ministry of Housing & Local Government, Kuala Lumpur, Malaysia.

In addition, a M$30 million **housing and shopping complex** to be called the Medan Tuanku, is to be built on a 11½ acre site along Jalan Tuanku Abdul Rahman. This project, being undertaken by Capital Properties, owned by the Malayan Banking Group, (Malaysian Bank Building, 92 Talan Bandar, Kuala Lumpur), is to have 400 units of shops and apartments, parking facilities, and will be the first drive-in type of multi-use center. In addition, there will be lots suitable for a department store, supermarket, bowling alley and offices.

SAUDI ARABIA—An up-to-date **list of development projects** in progress or planned for the future is available from the Trade Opportunities Staff, U.S. Department of Commerce, BDSA-624, Washington, D.C. 20230.

This listing (dated July, 1966) is not inclusive. In some cases, contracts have already been awarded for design or construction; others may be handled by tenders for which a select list has already been prepared and there are cases where no definite plans are known to exist, and promotional activity may be needed to create a project opportunity. The list is presented only as a rough indication of project activity.

SOUTH AFRICA—A 326 foot tall **building** of at least 20 stories is to be erected on a 40,000 square foot lot in Cape Town. The building will be known as the "Mobil House" and is being developed by Morris Garvin, Managing Director, Property Co., 601 Security Bldg., Cape Town.

SWITZERLAND—The Northeastern Power Co. of Switzerland (NOK) has announced that it is at present studying **plans for the construction of a second nuclear power plant at Beznau,** near the Rhine River. It is also examining the feasibility of building a nuclear **power station** at Ruthi, on the Austrian-Swiss border, in place of the thermal plant originally planned there.

A nuclear power station of 300 MW is being built by NOK at Breznau. Construction of another station of similar output will be started in 1967 by the Bern Power Co. at Muhleberg. Both these plants will use U.S. reactors.

A consortium of Swiss and French companies is planning a 500 MW nuclear power station for Kaiseraugst on the Rhine. Also on the drawing board are nuclear power plants at Leibstadt on the Rhine with a 600 MW rating, and a smaller station in Geneva to be built by three power companies of Western Switzerland.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Automotive Vehicles and Equipment—Importers and Dealers—Greece, July.

Automotive Vehicles and Equipment—Importers and Dealers—Panama.

Business Firms—Reunion, July.

Dry Goods and Clothing—Importers and Dealers—Peru, July.

Household Appliances—Importers and Dealers—Australia.

Laundry and Dry Cleaning Industry—Italy.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Philippines.

Petroleum Products—Importers, Dealers, Producers and Refiners, Philippines.

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Calendar *for international traders*

BALTIMORE—Sept. 9—Businessmen's Consultations with William Dawson, Commercial Attache, Istanbul. Field Office.

BOSTON—Sept. 8—International Trade Assn. of New England, Inc., dinner meeting, State Street Bank Roof Restaurant.

CEDAR FALLS, IA.—Sept. 7—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHAMPAIGN, ILL.—Sept. 19-23—Institute of International Trade, University of Illinois.

CHICAGO—Sept. 14—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Sept. 21—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

CHICAGO—Sept. 22—International Trade Club, luncheon, Palmer House.

CHICAGO—Sept. 27—Meeting for Exporters, Field Office.

CLEVELAND—Aug. 31—Special Exporters Session on Documentation, 10 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—Sept. 8—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

CLEVELAND—Sept. 28—International Day, luncheon, Sheraton-Cleveland Hotel. Sponsor: Chamber of Commerce.

DETROIT—Sept. 13—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DETROIT—Sept. 27—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DULUTH, MINN.—Sept. 13—Export Conference, London House. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

HERRIN, ILL.—Sept. 27—Export Workshop, Southern Illinois, Inc. Sponsors: St. Louis Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Sept. 8—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—Sept. 13—Meeting for Exporters, Advertising & Sales Executives Club. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Sept. 22—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MILWAUKEE—Sept. 1—World Trade Club, monthly meeting, Holiday Inn-Central. Speaker: **E. E. Schnellbacher, Bureau of International Commerce.**

NEW YORK—Aug. 30-31—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

NEW YORK—Sept. 6—FCIB Round Table Conference on Foreign Finance, Credit, Collection and Exchange Problems, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

NEW YORK—Sept. 15—Overseas Automotive Club meeting, 12 noon, Summit Hotel.

NEW YORK—Sept. 15—FCIB Drug, Chemical & Food Export Club, Industry Group meeting, 12:15 p.m., Advertising Club.

NEW YORK—Sept. 20-21—Businessmen's Consultations by appointment only with Harold E. Hall, Commercial Attache, London. Field Office.

PHILADELPHIA—Aug. 29—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

PHILADELPHIA—Sept. 7-8—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

PHOENIX, ARIZ.—Sept. 15—Export Workshop, 10 a.m.-12 noon, New Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—Sept 21—In-Office Export Workshop, 2 p.m., Federal Bldg. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

SAN JUAN, P.R.—Sept. 18—Annual combined REEC and Chamber of Commerce Meeting and World Trade Week inauguration, 12 noon, Puerto Rico Sheraton Hotel. Speaker: **John T. Connor, Secretary of Commerce.**

ST. THOMAS, V.I.—Sept. 17—Governor's Conference on World Trade, 10 a.m., Government House, Charlotte Amalie. Speaker: **John T. Connor, Secretary of Commerce.**

SEATTLE—Sept. 20-21—Air Cargo Workshop on Shipper Needs, Air Carrier Capabilities and Services, Hotel Olympic. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

SLIPPERY ROCK, Pa.—Sept. 14—Export Seminar and Workshop. 12 noon speaker, R. A. Brayton, director of export sales, Armco International. Sponsors: REEC; Department of Commerce Field Office; Slippery Rock College.

TUCSON—Sept. 21-22—Export Workshops, (21) 10 a.m.-12 noon and 2-4 p.m., (22) 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Phoenix Field Office, Department of Commerce; REEC; Chamber of Commerce.

WHITE PLAINS, N.Y.—Sept. 14—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel.

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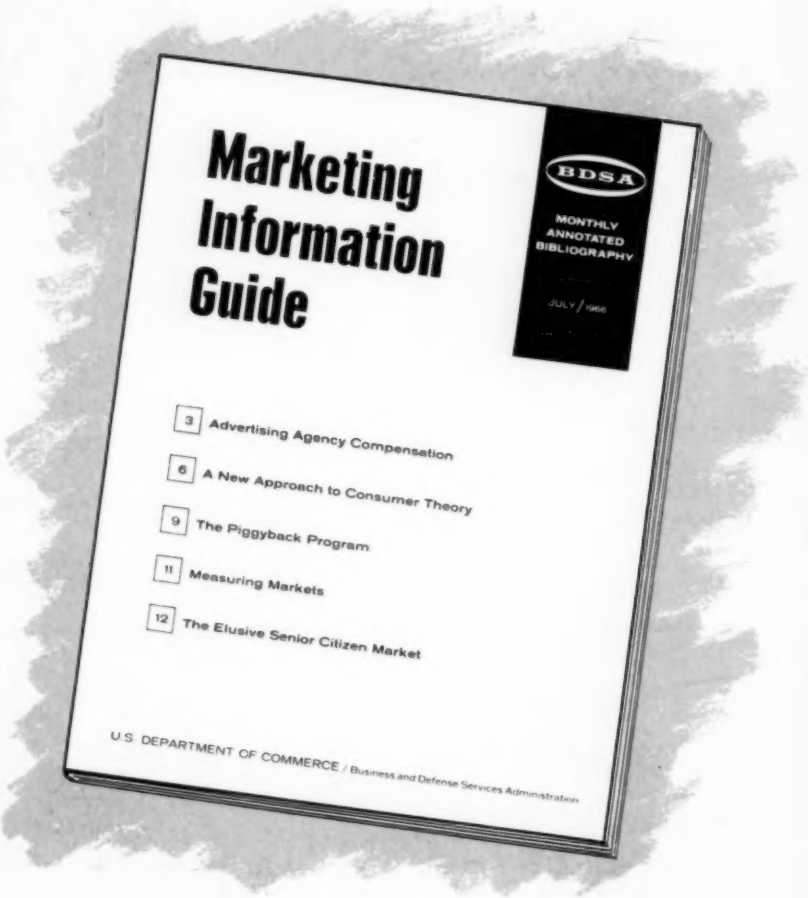
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